Filing Company: American Family Home Insurance Company State Tracking Number: AR-PC-07-025289

Company Tracking Number: 20070612-07

TOI: 19.0 Personal Auto Sub-TOI: 19.0003 Recreational Vehicle

Product Name: Recreational Vehicle Program

Project Name/Number: Rate and Rule filing/20070613-07

### Filing at a Glance

Company: American Family Home Insurance Company

Product Name: Recreational Vehicle Program SERFF Tr Num: AMMH-125222000 State: Arkansas

TOI: 19.0 Personal Auto SERFF Status: Closed State Tr Num: AR-PC-07-025289

Sub-TOI: 19.0003 Recreational Vehicle Co Tr Num: 20070612-07 State Status:

Filing Type: Rate Co Status: Reviewer(s): Alexa Grissom, Betty

Montesi

Author: Missy Deller Disposition Date: 10/11/2007
Date Submitted: 06/29/2007 Disposition Status: Filed

Deemer Date:

Effective Date Requested (New): 01/01/2008 Effective Date (New): 11/15/2007

**General Information** 

Project Name: Rate and Rule filing

Project Number: 20070613-07

Reference Organization: n/a

Reference Title: n/a

Status of Filing in Domicile:

Domicile Status Comments:

Reference Number: n/a

Advisory Org. Circular: n/a

Filing Status Changed: 10/11/2007 State Status Changed: 06/29/2007

Corresponding Filing Tracking Number:

Filing Description:

Recreational Vehicle Program Rate and rule filing

### **Company and Contact**

#### **Filing Contact Information**

Melissa Deller, Filing Analyst mdeller@amig.com
7000 Midland Blvd. (800) 759-9008 [Phone]
Amelia, OH 45102 (513) 947-4655[FAX]

**Filing Company Information** 

American Family Home Insurance Company CoCode: 23450 State of Domicile: Florida

Filing Company: American Family Home Insurance Company State Tracking Number: AR-PC-07-025289

Company Tracking Number: 20070612-07

TOI: 19.0 Personal Auto Sub-TOI: 19.0003 Recreational Vehicle

Product Name: Recreational Vehicle Program

Project Name/Number: Rate and Rule filing/20070613-07

7000 Midland Blvd. Group Code: 127 Company Type:
Amelia, OH 45102 Group Name: State ID Number:

(800) 759-9008 ext. [Phone] FEIN Number: 31-0711074

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Filing Company: American Family Home Insurance Company State Tracking Number: AR-PC-07-025289

Company Tracking Number: 20070612-07

TOI: 19.0 Personal Auto Sub-TOI: 19.0003 Recreational Vehicle

Product Name: Recreational Vehicle Program

Project Name/Number: Rate and Rule filing/20070613-07

### **Filing Fees**

Fee Required? No Retaliatory? No

Fee Explanation:

Per Company: No

Filing Company: American Family Home Insurance Company State Tracking Number: AR-PC-07-025289

Company Tracking Number: 20070612-07

TOI: 19.0 Personal Auto Sub-TOI: 19.0003 Recreational Vehicle

Product Name: Recreational Vehicle Program

Project Name/Number: Rate and Rule filing/20070613-07

### **Correspondence Summary**

#### **Dispositions**

Status	Created By	Created On	Date Submitted
Filed	Alexa Grissom	10/11/2007	10/11/2007
Filed	Alexa Grissom	07/10/2007	07/10/2007

**Objection Letters and Response Letters** 

Objection Letters Response Letters

Status Created By Created On Date Submitted Responded By Created On Date Submitted

Pending Alexa Grissom 07/02/2007 07/02/2007 Missy Deller 07/03/2007 07/03/2007

Industry

Response

**Filing Notes** 

Subject	Note Type	Created By	Created On	Date Submitted
Revised effective date	Note To Reviewer	Missy Deller	10/09/2007	7 10/09/2007
Re open filing	Note To Reviewer	Missy Deller	10/09/2007	7 10/09/2007

Filing Company: American Family Home Insurance Company State Tracking Number: AR-PC-07-025289

Company Tracking Number: 20070612-07

TOI: 19.0 Personal Auto Sub-TOI: 19.0003 Recreational Vehicle

Product Name: Recreational Vehicle Program

Project Name/Number: Rate and Rule filing/20070613-07

## **Disposition**

Disposition Date: 10/11/2007

Effective Date (New): 11/15/2007

Effective Date (Renewal):

Status: Filed Comment:

Company Name:	Overall % Rate	Written Premium	# of Policy	Premium:	Maximum %	Minimum %	Overall %
	Impact:	Change for this	Holders		Change (where	Change (where	Indicated
		Program:	Affected for		required):	required):	Change:
			this				
			Program:				
American Family Home Insurance Company	7.100%	\$18,321	529	\$0	104.800%	-30.000%	0.000%

Filing Company: American Family Home Insurance Company State Tracking Number: AR-PC-07-025289

Company Tracking Number: 20070612-07

TOI: 19.0 Personal Auto Sub-TOI: 19.0003 Recreational Vehicle

Product Name: Recreational Vehicle Program

Project Name/Number: Rate and Rule filing/20070613-07

Item Name	Item Status	Public Access
Uniform Transmittal Document-Property	&Filed	Yes
Casualty		
NAIC Loss Cost Filing Document for	Filed	Yes
OTHER than Workers' Comp		
NAIC loss cost data entry document	Filed	Yes
Cover letter	Filed	Yes
Explanatory Memeorandum	Filed	Yes
Support	Filed	Yes
Rate filing abstract	Filed	Yes
Response	Filed	Yes
Filing	Filed	Yes
	Uniform Transmittal Document-Property Casualty NAIC Loss Cost Filing Document for OTHER than Workers' Comp NAIC loss cost data entry document Cover letter Explanatory Memeorandum Support Rate filing abstract Response	Uniform Transmittal Document-Property &Filed Casualty NAIC Loss Cost Filing Document for Filed OTHER than Workers' Comp NAIC loss cost data entry document Filed Cover letter Filed Explanatory Memeorandum Filed Support Filed Rate filing abstract Filed Response Filed

Filing Company: American Family Home Insurance Company State Tracking Number: AR-PC-07-025289

Company Tracking Number: 20070612-07

TOI: 19.0 Personal Auto Sub-TOI: 19.0003 Recreational Vehicle

Product Name: Recreational Vehicle Program

Project Name/Number: Rate and Rule filing/20070613-07

## **Disposition**

Disposition Date: 07/10/2007

Effective Date (New): 01/01/2008

Effective Date (Renewal):

Status: Filed Comment:

Company Name:	Overall % Rate Impact:	Written Premium Change for this Program:	# of Policy Holders Affected for this	Premium:	Maximum % Change (where required):	Minimum % Change (where required):	Overall % Indicated Change:
			Program:				
American Family Home Insurance Company	7.100%	\$18,321	529	\$0	104.800%	-30.000%	0.000%

Filing Company: American Family Home Insurance Company State Tracking Number: AR-PC-07-025289

Company Tracking Number: 20070612-07

TOI: 19.0 Personal Auto Sub-TOI: 19.0003 Recreational Vehicle

Product Name: Recreational Vehicle Program

Project Name/Number: Rate and Rule filing/20070613-07

Item Name	Item Status	Public Access
Uniform Transmittal Document-Property	&Filed	Yes
Casualty		
NAIC Loss Cost Filing Document for	Filed	Yes
OTHER than Workers' Comp		
NAIC loss cost data entry document	Filed	Yes
Cover letter	Filed	Yes
Explanatory Memeorandum	Filed	Yes
Support	Filed	Yes
Rate filing abstract	Filed	Yes
Response	Filed	Yes
Filing	Filed	Yes
	Uniform Transmittal Document-Property Casualty NAIC Loss Cost Filing Document for OTHER than Workers' Comp NAIC loss cost data entry document Cover letter Explanatory Memeorandum Support Rate filing abstract Response	Uniform Transmittal Document-Property &Filed Casualty NAIC Loss Cost Filing Document for Filed OTHER than Workers' Comp NAIC loss cost data entry document Filed Cover letter Filed Explanatory Memeorandum Filed Support Filed Rate filing abstract Filed Response Filed

Filing Company: American Family Home Insurance Company State Tracking Number: AR-PC-07-025289

Company Tracking Number: 20070612-07

TOI: 19.0 Personal Auto Sub-TOI: 19.0003 Recreational Vehicle

Product Name: Recreational Vehicle Program

Project Name/Number: Rate and Rule filing/20070613-07

### **Objection Letter**

Objection Letter Status Pending Industry Response

Objection Letter Date 07/02/2007 Submitted Date 07/02/2007

Respond By Date Dear Melissa Deller,

This will acknowledge receipt of the captioned filing.

The Rf-1 abstract indicates that insureds will receive greater than a 100 percent increase. Please advise what factors would develop such a huge increase and if they are supported by losses.

Please feel free to contact me if you have questions.

Sincerely,

Alexa Grissom

### **Response Letter**

Response Letter Status Submitted to State

Response Letter Date 07/03/2007 Submitted Date 07/03/2007

Dear Alexa Grissom,

#### **Comments:**

#### Response 1

Comments: Response to problem report dated July 2, 2007

#### **Changed Items:**

#### **Supporting Document Schedule Item Changes**

Satisfied -Name: Response

Comment: Support

No Form Schedule items changed.

Filing Company: American Family Home Insurance Company State Tracking Number: AR-PC-07-025289

Company Tracking Number: 20070612-07

TOI: 19.0 Personal Auto Sub-TOI: 19.0003 Recreational Vehicle

Product Name: Recreational Vehicle Program

Project Name/Number: Rate and Rule filing/20070613-07

No Rate/Rule Schedule items changed.

Sincerely, Missy Deller

Filing Company: American Family Home Insurance Company State Tracking Number: AR-PC-07-025289

Company Tracking Number: 20070612-07

TOI: 19.0 Personal Auto Sub-TOI: 19.0003 Recreational Vehicle

Product Name: Recreational Vehicle Program

Project Name/Number: Rate and Rule filing/20070613-07

#### **Note To Reviewer**

#### Created By:

Missy Deller on 10/09/2007 03:01 PM

#### Subject:

Revised effective date

#### Comments:

We would like to revise our effective date of this filing to 11/15/07.

Filing Company: American Family Home Insurance Company State Tracking Number: AR-PC-07-025289

Company Tracking Number: 20070612-07

TOI: 19.0 Personal Auto Sub-TOI: 19.0003 Recreational Vehicle

Product Name: Recreational Vehicle Program

Project Name/Number: Rate and Rule filing/20070613-07

#### **Note To Reviewer**

#### Created By:

Missy Deller on 10/09/2007 08:24 AM

#### Subject:

Re open filing

#### Comments:

Could you please re-open this filing so I can revise the effective date.

Thank you,

Melissa Deller

Filing Company: American Family Home Insurance Company State Tracking Number: AR-PC-07-025289

Company Tracking Number: 20070612-07

TOI: 19.0 Personal Auto Sub-TOI: 19.0003 Recreational Vehicle

Product Name: Recreational Vehicle Program

Project Name/Number: Rate and Rule filing/20070613-07

### **Rate Information**

Rate data applies to filing.

Filing Method: Prior approval

Rate Change Type: Increase

Overall Percentage of Last Rate Revision: 0.000%

**Effective Date of Last Rate Revision:** 

Filing Method of Last Filing: Prior Approval

### **Company Rate Information**

Company Name:	Overall %	Overall % Rate	Written	# of Policy	Premium:	Maximum %	Minimum %
	Indicated	Impact:	Premium	Holders		Change (where	Change (where
	Change:		Change for	Affected for this		required):	required):
			this	Program:			
			Program:				
American Family Home	0.000%	7.100%	\$18,321	529	\$0	104.800%	-30.000%

**Insurance Company** 

Filing Company: State Tracking Number: AR-PC-07-025289 American Family Home Insurance Company

Company Tracking Number: 20070612-07

19.0 Personal Auto TOI: Sub-TOI: 19.0003 Recreational Vehicle

Product Name: Recreational Vehicle Program Project Name/Number: Rate and Rule filing/20070613-07

#### Rate/Rule Schedule

**Review Status: Exhibit Name:** Rule # or Page Rate Action **Previous State Filing Attachments** #:

Number:

Filed Rate and rule filing.pdf Filing G-1 through R- Replacement

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#### **GENERAL RULES**

#### 1. Violations and Accidents

- a. Major Violation means a conviction of any of the following:
  - 1. Driving while intoxicated or under the influence of drugs.
  - **2.** Failure to stop and report when involved in an accident.
  - 3. Careless, reckless or negligent driving.
  - **4.** Driving to endanger or with disregard of safety.
  - **5.** Driving while license is suspended, revoked, cancelled or barred.
  - **6.** Driver's license is suspended, revoked, cancelled or barred.
  - **7.** Drag racing or participating in speed contests.
  - **8.** Driving wrong way, driving wrong side, driving left of center.
  - **9.** Fleeing or attempting to elude a police officer.
  - **10.** Any speeding violation in excess of 40 mph over the limit.
- b. Minor Violation means any conviction not listed under Major Violations or At-Fault Accidents.
- c. At-Fault Accident means any accident involving any operator for which that operator was at fault and/or any accident where damages in excess of the state of residence's chargeability limits were paid by that operator or the operator's representative, EXCEPT those occurring under the following circumstances:
  - 1. Any accident where the accumulated total damages do not exceed \$1000 including any deductible.
  - 2. Vehicle lawfully parked and stationary at the time of the accident. If the parked vehicle rolls from the parked position then any such accident is charged to the person who parked the vehicle.
  - 3. Any accident where the insured is struck by another vehicle and the applicant or other resident operator is reimbursed by, or on behalf of, the individual(s) who are responsible for an accident or receives judgment against any such person; or the applicant, owner or other resident operator reimbursed by, or on behalf of, a person who is responsible for the accident or has judgment against such person.
  - **4.** Any accident where the operator of the other vehicle involved in the accident was convicted of a moving traffic violation and the applicant or resident operator was not convicted of a moving traffic violation in connection with the accident.
  - 5. Any accident where the unit operated by the applicant or any resident operator is the victim of a "hit-and-run", if the applicant or resident operator reports the accident to the proper authority within 24 hours.
  - **6.** Any accident caused by collision with a bird or animal.
  - 7. Accidents involving Physical Damage, limited to and caused by flying missiles, or falling objects.

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d. Felony Violation means any conviction for a felony in the past 10 years.

#### 2. POLICY TERM

Policies may be issued for a term of 12 months.

#### 3. MINIMUM PREMIUM REQUIREMENTS

#### a. Motor Home:

- 1. The Minimum Written Premium is \$100 per unit.
- 2. The Minimum Earned Premium is \$100 per unit.

#### b. Travel Trailer:

- 1. The Minimum Written Premium is \$100 per unit.
- 2. The Minimum Earned Premium is \$100 per unit.

#### 4. CANCELLATION

If the company or the insured cancels a policy, the return premium shall be calculated on a pro rata basis, subject to any applicable minimum premiums.

#### 5. DISCOUNTS AND SURCHARGES AND FEES

a. DISCOUNTS (Unless noted, discounts are subject to a combined 30% maximum.)

#### 1. Loss Free Discount

- a. This discount will apply at the first renewal and any subsequent renewal.
- **b.** If no discount is present and the combined paid losses are \$500 or less during the policy period, or the cause of loss is glass or towing the lesser discount will be applied at renewal.
- **c.** If the lesser discount is present and the combined paid losses are \$500 or less during the policy period, or the cause of loss is glass or towing the greater discount will be applied at renewal.
- **d.** If the greater discount is present and the combined paid losses are \$500 or less during the policy period, or the cause of loss is glass or towing the greater discount will be applied at renewal.
- **e.** If no discount is present and the combined paid losses are greater than \$500 during the policy period, and the cause of loss is other than glass or towing no discount will be applied at renewal.
- f. If the lesser discount is present and the combined paid losses are greater than \$500 during the policy period, and the cause of loss is other than glass or towing no discount will be applied at renewal.

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- g. If the greater discount is present and the combined paid losses are greater than \$500 during the policy period, or the cause of loss is other than glass or towing the lesser discount will be applied at renewal.
- **h.** This discount will apply to Bodily Injury, Property Damage, Other Than Collision, Collision, Personal Injury Protection, and Uninsured Motorist coverages.
- i. Available for motor home and travel trailer units.
- **j.** This discount does not apply toward the maximum allowable discount of 30%.

#### 2. Association Discount

- **a.** A discount will be applied if the principal operator is a member of an association/affinity. A membership card is required for documentation.
- **b.** Available for motor home and travel trailer units.
- **c.** This discount will apply to all coverages.

#### 3. Anti-Theft Device

#### a. Alarm Only

- 1. To qualify, the vehicle must be equipped with a hood lock which can be released only from inside the vehicle or is equipped with an alarm only device that sounds an audible alarm that can be heard at a distance of at least 300 feet for a minimum of three minutes.
- 2. Available on motor homes and travel trailers.
- 3. This discount applies to Other Than Collision coverage.

#### b. Active Disabling Device

- 1. To qualify, the vehicle must be equipped with an active disabling device that disables the vehicle by making the fuel, ignition or starting system inoperative.
- 2. A disabling device is categorized as active if a separate manual step is required to engage the device.
- **3.** Available on motor home units.
- **4.** This discount applies to Other Than Collision coverage.

#### c. Passive Disabling Device

- **1.** A passive disabling device disables the vehicle by making the fuel, ignition or starting system inoperative.
- 2. A disabling device is categorized as passive if a separate manual step is not required to engage the device.
- 3. Available on motor home units.

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4. This discount applies to Other Than Collision coverage

#### d. VIN Etching

- 1. This discount will be applied for a vehicle that has the vehicle identification number etched into the vehicle's windows and/or body parts.
- 2. Available on motor home and travel trailer units.
- 3. This discount will apply to Other Than Collision coverage.

#### 4. Motor Vehicle Accident Prevention Course Discount

- **a.** Discount applies, provided:
  - 1. The principal operator of the vehicle has a completion certificate, dated within the most recent three years, certifying that he or she has successfully completed a motor vehicle accident prevention course approved by the Arkansas Department of Motor Vehicles. The course must have been taught by an Arkansas approved instructor and include the state minimum number of course hours.
  - 2. The principal operator must 55 or older.
- **b.** This discount shall apply:
  - **1.** To new and renewal policies with inception dates within the three-year period following the course completion date.
  - 2. Only to the vehicle principally operated by the person with a course completion certificate.
  - **3.** Only once to each such vehicle regardless of the number of operators with course completion certificates.
- **c.** Available on motor home units.
- **d.** This discount will apply to Bodily Injury, Property Damage, Personal Injury Protection and Collision coverages.

#### 5. Anti-Lock Brakes

- a. This discount will be applied for a vehicle that is equipped with a factory installed four wheel Anti-Locking Braking System (ABS). Refer to company for required evidence of factory installation of Anti-Locking Braking System prior to granting discount.
- b. Available on motor home units.
- **c.** This discount will apply to Bodily Injury and Property Damage coverages.

#### b. SURCHARGES

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#### 1. Driving Record Surcharges.

**a.** The following points are applied to any acceptable violation:

Minor Violation
 At-Fault Accident
 Major Violation
 points for each occurrence.
 points for each occurrence.
 points for each occurrence.
 points for each occurrence.

- **b.** These surcharges will only apply to the principal operator.
- **c.** Applicable for motor home and travel trailer units.
- **d.** This surcharge will apply to Other Than Collision, Collision, Bodily Injury and Property Damage coverages for motor homes.
- e. This surcharge will apply to Other Than Collision and Collision coverages for travel trailers.

#### 2. Full Timer Surcharge

- a. A surcharge will be applied for any unit used as a primary residence for 6 months or more a year.
- **b.** Applicable for motor home and travel trailer units.
- **c.** This surcharge will apply to Other Than Collision, Collision, Bodily Injury and Property Damage coverages for motor homes.
- d. This surcharge will apply to Other Than Collision and Collision coverages for travel trailers.

#### 3. Inexperienced Operator Surcharge

- **a.** A surcharge will be applied for the principal operator who has owned and operated the unit for less than 12 months in the U.S.
- **b.** Applicable for motor home and travel trailer units.
- **c.** This surcharge will apply to Other Than Collision, Collision, Bodily Injury and Property Damage coverages for motor homes.
- **d.** This surcharge will apply to Other Than Collision and Collision coverages for travel trailers.

#### 4. Joint Ownership Surcharge

- **a.** A surcharge will be applied for any unit that is owned by two or more individuals residing in separate households and used only for personal recreation.
- **b.** Can not be used in conjunction with a company or business.
- **c.** Applicable for motor home and travel trailer units.
- **d.** This surcharge will apply to Other Than Collision, Collision, Bodily Injury and Property Damage coverages for motor homes.
- e. This surcharge will apply to Other Than Collision and Collision coverages for travel trailers.

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#### 5. Use Surcharge

#### a. Personal Rental Use

- 1. This surcharge will apply if the unit is individually owned, rented, or loaned only to family or close personal friends.
- 2. Rented or loaned not more than 3 times in a year.
- 3. Rented or loaned not more than 15 days at a time.
- 4. Never advertised for rent.
- 5. Applicable to motor home and travel trailer units.
- **6.** This surcharge will apply to Other Than Collision, Collision, Bodily Injury and Property Damage coverages for motor homes.
- 7. This surcharge will apply to Other Than Collision and Collision coverages for travel trailers.

#### b. Light Business Use

- 1. This surcharge will apply if the unit is individually owned and used in connection with the owner's trade, profession or occupation.
- 2. It is never rented or loaned to others.
- 3. It is not driven more than 12,000 miles annually.
- **4.** There is no exposure from the public being in or on the motor home or travel trailer.
- **5.** Applicable for motor home and travel trailer units.
- **6.** This surcharge will apply to Other Than Collision, Collision, Bodily Injury and Property Damage coverages for motor homes.
- 7. This surcharge will apply to Other Than Collision and Collision coverages for travel trailers.

#### c. Heavy Business Use

- 1. This surcharge will apply if the unit is individually owned and used in connection with the owner's trade, profession or occupation.
- 2. It is never rented or loaned to others.
- 3. It is not driven more than 20,000 miles annually.
- **4.** There is limited exposure from the public being in or on the motor home or travel trailer.
- 5. Applicable for motor home and travel trailer units.
- **6.** This surcharge will apply to Other Than Collision, Collision, Bodily Injury and Property Damage coverages for motor homes.
- 7. This surcharge will apply to Other Than Collision and Collision coverages for travel trailers.

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#### 6. Youthful Operator Surcharge

- a. This surcharge will apply if any operator is under age 26.
- **b.** Applicable for motor home and travel trailer units.
- **c.** This surcharge will apply to Other Than Collision, Collision, Bodily Injury and Property Damage coverages for motor homes.
- d. This surcharge will apply to Other Than Collision and Collision coverages for travel trailers.

#### 7. Ineligible Risk Surcharge

- **a.** This surcharge will apply if any agent has bound a risk that does not fit within our existing guidelines as an eligible risk.
- **b.** Applicable for motor home and travel trailer units.
- **c.** This surcharge will apply to Other Than Collision, Collision, Bodily Injury and Property Damage coverages for motor homes.
- d. This surcharge will apply to Other Than Collision and Collision coverages for travel trailers.

#### 8. Unverifiable MVR Surcharge

- a. This surcharge will apply to any rated operator whose motor vehicle record is not verifiable.
- **b.** Applicable for motor home and travel trailer units.
- **c.** This surcharge will apply to Other Than Collision, Collision, Bodily Injury and Property Damage coverages for motor homes.
- d. This surcharge will apply to Other Than Collision and Collision coverages for travel trailers.

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#### **TERRITORY DEFINITIONS**

- 1. Territories are defined by zip code.
- 2. Zip codes are listed in numeric order in the Territory that they apply.
- 3. Territories for new zip codes should be determined as follows:
  - a. New zip codes that were split off from old zip codes shall use the Territory of the former zip code for that area.
  - b. New zip codes that combine all or parts of other zip codes shall be assigned to a Territory that was assigned to one of the previous zip codes.

**Territory 1: 1.00 Factor** Following Zip Codes:

Remainder of State

Ne	mainuei or	State								
Territo	ry 2: 1.15	Factor			Followin	g Zip Code	s:			
71601	71602	71603	71611	71612	71613	71638	71640	71653	71659	ĺ
71721	71728	71743	71772	71801	71802	71825	71826	71827	71831	ı
71838	71845	71847	71855	71860	71862	71901	71902	71903	71909	ì
71910	71913	71914	71920	71921	71922	71923	71929	71932	71933	ì
71935	71937	71940	71941	71942	71943	71944	71945	71949	71950	ì
71951	71952	71953	71956	71957	71958	71959	71960	71961	71962	ì
71964	71965	71966	71968	71969	71970	71972	71973	71998	71999	ì
72004	72073	72079	72087	72104	72105	72132	72133	72152	72168	ì
72175	72182									ì
Territo	ry 3: 1.10	Factor			Followin	g Zip Code	s:			
71740	71752	71753	71754	71770	71861	72007	72023	72024	72037	ı
72046	72072	72083	72086	72176	72701	72702	72703	72704	72717	ì
72727	72728	72729	72730	72735	72737	72741	72744	72749	72753	ì
72762	72764	72765	72766	72769	72770	72774	72901	72902	72903	ì
72904	72905	72906	72908	72913	72914	72916	72917	72918	72919	ì
72921	72923	72932	72934	72935	72936	72937	72938	72940	72941	ì
72945	72946	72947	72948	72952	72955	72956	72957	72959		ì
	•	•			·	·			·	
Territo	ry 4: 1.05	Factor			Followin	g Zip Code	s:			
72537	72544	72617	72619	72623	72626	72634	72635	72642	72651	ì
72653	72654	72658	72659	72661	72668	72672	72677	72687		ì

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### **RATING FACTORS**

### **Age/Marital Status**

### Motor Home

	BI/PD		07	ГС	Collision		
	<u>Married</u>	Single	<u>Married</u>	Single	Married	Single	
16-19	1.900	2.250	1.790	1.990	2.100	2.500	
20-23	1.900	2.250	1.790	1.990	2.100	2.500	
24-27	1.500	2.000	1.790	1.990	2.100	2.500	
28-30	1.500	1.850	1.790	1.900	2.100	2.500	
31-34	1.050	1.850	1.200	1.474	1.250	2.000	
35-39	1.050	1.800	1.200	1.474	1.250	1.940	
40-44	1.000	1.800	1.100	1.474	1.100	1.700	
45-50	1.000	1.500	1.100	1.474	1.000	1.700	
51-56	0.950	1.500	0.950	1.330	1.000	1.500	
57-62	0.950	1.800	0.950	1.330	1.050	1.500	
63-68	1.250	1.800	1.000	1.210	1.000	1.800	
69-75	1.250	2.400	1.100	1.210	1.300	1.800	
76-98	2.000	2.400	1.100	1.210	1.550	1.800	

## Travel Trailer

	0	ГС	Colli	sion
	<u>Married</u>	<u>Single</u>	<u>Married</u>	<u>Single</u>
16-19	1.500	1.875	1.500	1.875
20-23	1.500	1.875	1.500	1.875
24-27	1.500	1.875	1.500	1.875
28-30	1.500	1.875	1.500	1.875
31-34	1.150	1.650	1.200	1.650
35-39	1.150	1.650	1.200	1.650
40-44	1.000	1.250	1.200	1.500
45-50	0.950	1.188	0.950	1.188
51-56	1.000	1.250	1.000	1.250
57-62	0.950	1.188	1.200	1.500
63-68	0.950	1.188	1.200	1.500
69-75	1.050	1.313	1.200	1.500
75-98	1.050	1.313	1.200	1.500

NEW PAGE	X	PAGE NUMBER	EFFECTIVE DATE	PUBLICATION DATE
REVISION		R-1	01/01/2008	06/29/07

### **Class Factors**

Motor Home	Travel T	railer

	BI/PD	OTC	Collision		<u>OTC</u>	<b>Collision</b>
Class A	1.000	1.000	1.000	Conventional	1.000	1.000
Class B	2.010	0.660	1.144	Pop-up	0.510	0.500
Class C	0.860	0.736	0.856	5th Wheel	1.040	0.700
<b>Heavy Tow</b>	1.000	1.000	1.000	Truck Mount	0.700	1.040

### **Settlement Options**

Motor Home		<u>Travel Trailer</u>		
ACV	1.00	ACV	1.00	
Agreed Value	1.05	Agreed Value	1.10	
Replacement Cost	1.12	Replacement Cost	1.15	
Purchase Price	1.05	Purchase Price	1.10	

### **Deductibles**

Other Than	<u>Collision</u>	<u>Collisi</u>	<u>on</u>
\$100	1.163	\$100	1.056
\$250	1.000	\$250	1.000
\$500	0.813	\$500	0.938
\$1000	0.633	\$1000	0.808
\$2000	0.443	\$2000	0.628
\$5000	0.350	\$5000	0.420

NEW PAGE	X	PAGE NUMBER	EFFECTIVE DATE	PUBLICATION DATE
REVISION		R-2	01/01/2008	06/29/07

## MOTOR HOME RELATIVITY TO BE APPLIED TO ALL BASE RATES

Rating Base	OTC	Collision	
0	0.346	0.404	
15,000	0.435	0.450	
20,000	0.485	0.520	
25,000	0.575	0.594	
30,000	0.625	0.642	
35,000	0.690	0.714	
40,000	0.744	0.761	
45,000	0.822	0.833	
50,000	0.867	0.881	
55,000	0.948	0.952	
60,000	1.000	1.000	
65,000	1.053	1.072	
70,000	1.115	1.119	Base Rates
75,000	1.178	1.191	OTC \$ 458
80,000	1.240	1.239	Collision 3167
85,000	1.302	1.310	
90,000	1.365	1.358	
95,000	1.400	1.430	
100,000	1.495	1.477	
105,000	1.558	1.549	
110,000	1.620	1.597	
115,000	1.682	1.668	
120,000	1.745	1.716	
125,000	1.812	1.787	
130,000	1.875	1.835	
135,000 140,000	1.937 1.999	1.907 1.954	
145,000	2.062	2.026	
150,000	2.125	2.074	
155,000	2.123	2.145	
160,000	2.254	2.193	
165,000	2.319	2.265	
170,000	2.379	2.312	
175,000	2.438	2.384	
180,000	2.502	2.432	
185,000	2.566	2.503	
190,000	2.631	2.551	
195,000	2.695	2.623	
200,000	2.757	2.670	
205,000	2.813	2.735	
210,000	2.882	2.805	
215,000	2.944	2.865	
Y PACE NUMBER	FFFFCTIVE DATE	PURI ICAT	TION DATE

NEW PAGE	X	PAGE NUMBER	EFFECTIVE DATE	PUBLICATION DATE
REVISION		R-3	01/01/2008	06/29/07

220,000	3.013	2.925
225,000	3.075	2.985
230,000	3.136	3.045
235,000	3.201	3.105
240,000	3.260	3.165
245,000	3.324	3.225
250,000	3.387	3.285
255,000	3.464	3.345
260,000	3.537	3.405
265,000	3.610	3.465
270,000	3.683	3.525
275,000	3.756	3.585
280,000	3.829	3.645
285,000	3.907	3.705
290,000	3.979	3.765
295,000	4.052	3.825
300,000	4.125	3.885
305,000	4.198	3.945
310,000	4.271	4.005
315,000	4.348	4.065
320,000	4.422	4.135
325,000	4.495	4.195
330,000	4.567	4.255
335,000	4.640	4.315
340,000	4.713	4.375
345,000	4.786	4.435
350,000	4.864	4.500
355,000	4.936	4.600
360,000	5.010	4.700
365,000	5.082	4.750
370,000	5.155	4.800
375,000	5.228	4.850
380,000	5.306	4.900
385,000	5.379	4.950
390,000	5.451	5.000
395,000	5.525	5.055
400,000	5.598	5.105
405,000	5.670	5.205
410,000	5.748	5.305
415,000	5.821	5.405
420,000	5.894	5.505
425,000	5.967	5.605
430,000	6.039	5.705
435,000	6.113	5.805
440,000	6.185	5.905
445,000	6.263	5.955
450,000	6.336	6.055
455,000	6.409	6.105
, -		

NEW PAGE	X	PAGE NUMBER	EFFECTIVE DATE	PUBLICATION DATE
REVISION		R-4	01/01/2008	06/29/07

460,000	6.482	6.205
465,000	6.554	6.305
470,000	6.627	6.405
475,000	6.706	6.500
480,000	6.778	6.600
485,000	6.851	6.700
490,000	6.924	6.750
495,000	6.997	6.800
500,000	7.070	6.850

Each Add'l

**\$5,000** 0.072 0.080

NEW PAGE	X	PAGE NUMBER	EFFECTIVE DATE	PUBLICATION DATE
REVISION		R-5	01/01/2008	06/29/07

<sup>\*</sup> Curve will interpolate to \$100 increments

### **MOTOR HOME ADDITIONAL COVERAGES**

<b>Bodily Injury Bas</b>	e Rate \$29	Property Damage I	Base Rate \$33	
25/50	1.00	\$ 25,000	1.00	
50/100	1.20	\$ 50,000	1.03	
100/300	1.39	\$ 100,000	1.08	
300/500	1.58	\$ 300,000	1.16	
500/500	1.70	\$ 500,000	1.20	
\$1M/\$1M	6.50	\$1,000,000	2.00	
\$1M CSL	8.25			
<b>Uninsured Motorists</b>	Base Rate \$20	Trailer Cov	<u>/erage</u>	
25/50	1.00	Per \$100	\$1.70	
50/100	1.25	Loss Assessme	nt Coverage	
100/300	1.55	\$5000	\$10	
300/500	1.80	<b>Land Motor Vehicle/</b>	Small Watercraft	
500/500	3.80	Per Unit	\$200	
\$1M/\$1M	6.00			
\$1M CSL	6.00	Personal Injury Protect	ion Basic Rate \$39	
Personal Injury Protection	n Medical Payment	Personal Injury Pro	tection Medical	
& Work Loss F	Rate \$23	Payments Only Rate \$14		
Personal Injury Protection	n Medical Payment	Personal Injury Protection	on \$5,000 Accidental	
<u>&amp; \$5,000 Accidental [</u>	Death Rate \$20	Death Only	Rate \$6	
Personal Injury Protect	ion Work Loss &	Personal Injury Protecti	on Work Loss Only	
\$5,000 Accidental De	eath Rate \$15	Rate S	<u>89</u>	
UMPD Base F	Rate \$8	<b>Underinsured Motoris</b>	ts Base Rate \$13	
\$ 25,000	1.00	25/50	1.00	
\$ 50,000	1.38	50/100	1.23	
\$ 100,000	1.62	100/300	1.46	
\$ 300,000	3.25	300/500	1.69	
\$ 500,000	4.00	500/500	3.61	
\$1,000,000	8.25	\$1M/\$1M	6.00	
		* **		

NEW PAGE	X	PAGE NUMBER	EFFECTIVE DATE	PUBLICATION DATE
REVISION		R-6	01/01/2008	06/29/07

## TRAVEL TRAILER RELATIVITY TO BE APPLIED TO ALL BASE RATES

MAYEE IIVAIEEN I	<u> </u>	I IO DE AI	ILILU	IO ALL D	AOL IVA
Rating Base	<u>OTC</u>	<b>Collision</b>			
0 - 2,000	0.328	0.172			
2,001 - 4,000	0.508	0.195			
4,000 - 6,000	0.582	0.219			
6,001 - 8,000	0.648	0.391			
8,001 - 10,000	0.721	0.492			
10,001 - 12,000	0.787	0.586			
12,001 - 14,000	0.861	0.688			
14,001 - 16,000	0.918	0.781		Base	Rates
16,001 - 18,000	0.959	0.898		OTC	\$ 296
18,001 - 20,000	1.000	1.000		Collision	\$ 165
20,001 - 22,000	1.033	1.126			
22,001 - 24,000	1.074	1.179			
24,001 - 26,000	1.115	1.232			
26,001 - 28,000	1.156	1.285			
28,001 - 30,000	1.189	1.338			
30,001 - 32,000	1.230	1.390			
32,001 - 34,000	1.254	1.443			
34,001 - 36,000	1.303	1.496			
36,001 - 38,000	1.361	1.549			
38,001 - 40,000	1.402	1.602			
40,001 - 42,000	1.451	1.654			
42,001 - 44,000	1.500	1.707			
44,001 - 46,000	1.549	1.760			
46,001 - 48,000	1.607	1.813			
48,001 - 50,000	1.648	1.866			
50,001 - 52,000	1.697	1.918			
52,001 - 54,000	1.746	1.971			
54,001 - 56,000	1.795	2.024			
56,001 - 58,000	1.844	2.077			
58,001 - 60,000	1.893	2.130			
60,001 - 62,000	1.918	2.182			
62,001 - 64,000	1.943	2.235			
64,001 - 66,000	2.016	2.288			
66,001 - 68,000	2.078	2.341			
68,001 - 70,000	2.139	2.394			
70,001 - 72,000	2.180	2.446			
72,001 - 74,000	2.221	2.499			
74,001 - 76,000	2.262	2.552			
76,001 - 78,000	2.324	2.605			
78,001 - 80,000	2.385	2.658			
80,001 - 82,000	2.426	2.710			
82,001 - 84,000	2.467	2.763			
84,001 - 86,000	2.508	2.816			
86,001 - 88,000	2.570	2.869			

NEW PAGE	X	PAGE NUMBER	EFFECTIVE DATE	PUBLICATION DATE
REVISION		R-7	01/01/2008	06/29/07

<b>Rating Base</b>	<u>OTC</u>	<b>Collision</b>
88,001 - 90,000	2.631	2.922
90,001 - 92,000	2.672	2.974
92,001 - 94,000	2.713	3.027
94,001 - 96,000	2.746	3.080
96,001 - 98,000	2.807	3.133
98,001 - 100,000	2.869	3.186
100,001 - 102,000	2.910	3.238
102,001 - 104,000	2.951	3.291
104,001 - 106,000	2.992	3.344
106,001 - 108,000	3.053	3.397
108,001 - 110,000	3.115	3.450
110,001 - 112,000	3.156	3.502
112,001 - 114,000	3.197	3.555
114,001 - 116,000	3.238	3.608
116,001 - 118,000	3.299	3.661
118,001 - 120,000	3.361	3.714
120,001 - 122,000	3.402	3.766
122,001 - 124,000	3.443	3.819
124,001 - 126,000	3.484	3.872
126,001 - 128,000	3.545	3.925
128,001 - 130,000	3.607	3.978
130,001 - 132,000	3.648	4.030
132,001 - 134,000	3.689	4.083
134,001 - 136,000	3.730	4.136
136,001 - 138,000	3.791	4.189
138,001 - 140,000	3.852	4.242
140,001 - 142,000	3.893	4.294
142,001 - 144,000	3.934	4.347
144,001 - 146,000	3.975	4.400
146,001 - 148,000	4.037	4.453
148,001 - 150,000	4.098	4.505
Each Add'l \$2000	.041	.051

NEW PAGE	X	PAGE NUMBER	EFFECTIVE DATE	PUBLICATION DATE
REVISION		R-8	01/01/2008	06/29/07

### ADDITIONAL COVERAGES FOR MOTOR HOMES AND TRAVEL TRAILERS

Full Timer Base Rate \$53		Vacation Liability Base Rate \$5	
		\$ 10,000	1.00
\$ 25,000	1.00	\$ 25,000	2.00
\$ 50,000	1.23	\$ 50,000	3.00
\$100,000	1.43	\$ 100,000	4.00
\$300,000	1.70	\$ 300,000	5.00
\$500,000	1.87	\$ 500,000	6.00
		Towing & Labor Ba	ase Rate \$10
<b>Diminishing Deduc</b>	tible Base Rate \$10	\$ 50	1.00
\$ 100	1.00	\$100	2.00
\$ 250	1.50	\$250	3.00
\$ 500	2.00	\$500	3.50
\$1000	2.50	Reasonable	4.00
\$2000	3.00		
\$5000	5.00	Replacement Cost Po	ersonal Effects
		Per \$100	\$.60
<b>Emergency Expe</b>	nse Base Rate \$5		
\$500	1.00	<b>ACV Personal Effects</b>	
\$750	1.60	Per \$100	\$.50
\$2500	6.00	Secured Storage Pe	rsonal Effects
\$7500	10.00		
		Per \$100	\$2.00
Fire Department	t Service Charge	<b>Identity Fraud Expe</b>	nse Coverage
No C	harge	\$2000/\$5000	\$30
<b>Accidental Death &amp; Dismemberment</b>		Adjacent Structure Coverage	
Per Unit	\$10	\$2000	\$35
<b>Outstanding Balance</b>		Full Timer Medica	<u>ll Payments</u>
Per Unit	\$10	\$20,000	\$30
Mexico Coverage		Full Safety Glass	
Per Unit	\$15	Motor Home \$40	
		Travel Trailer \$25	

NEW PAGE	X	PAGE NUMBER	EFFECTIVE DATE	PUBLICATION DATE
REVISION		R-9	01/01/2008	06/29/07

#### **DISCOUNTS**

Loss Free (Motor Home & Travel Trailer)	
1 <sup>st</sup> Renewal	1%
2 <sup>nd</sup> & Subsequent	15%
Association (Motor Home& Travel Trailer)	5%
,	
Anti-Theft Devices	
Alarm (Motor Home)	5%
Active Disabling Device (Motor Home)	5%
Passive Disabling Device (Motor Home)	15%
VIN (Motor Home & Travel Trailer)	5%
Accident Prevention (Motor Home)	10%
Maximum Discount (Excluding Loss Free)	30%
maximam biodount (Excidenty 2000 Free)	00 /0

### **SURCHARGES**

Joint Ownership	50%	

Use

Light Business	50%
Heavy Business	100%
Personal Rental	100%

Youthful Operator 65%

Inexperienced Operator 10%

Ineligible Risk Surcharge 225%

Unverifiable MVR Surcharge 25%

Primary Residence/Full Timer 10%

#### **Driving Record Points**

Each minor violation is charged one point. Each at-fault accident is charged four points. Each major violation is charged five points. Each felony violation is charged fifteen points.

Driving Record Surcharge (0 points)	0%
Driving Record Surcharge (1 point)	0%
Driving Record Surcharge (2 points)	0%
Driving Record Surcharge (3 points)	20%
Driving Record Surcharge (4 points)	50%
Driving Record Surcharge (5 points)	75%
Driving Record Surcharge (6 points)	100%
Driving Record Surcharge (7 points)	125%
Each Additional Point	25%

NEW PAGE	X	PAGE NUMBER	EFFECTIVE DATE	PUBLICATION DATE
REVISION		R-10	01/01/2008	06/29/07

Filing Company: American Family Home Insurance Company State Tracking Number: AR-PC-07-025289

Company Tracking Number: 20070612-07

Sub-TOI: TOI: 19.0 Personal Auto 19.0003 Recreational Vehicle

Product Name: Recreational Vehicle Program Project Name/Number: Rate and Rule filing/20070613-07

### **Supporting Document Schedules**

Filed **Bypassed -Name:** Uniform Transmittal Document-

**Property & Casualty** 

**Bypass Reason:** N/a now in new serff system

Comments:

**Review Status:** NAIC Loss Cost Filing Document Filed 07/10/2007 Bypassed -Name:

for OTHER than Workers' Comp

n/a **Bypass Reason:** 

**Comments:** 

**Review Status:** NAIC loss cost data entry document Filed Bypassed -Name: 07/10/2007

**Bypass Reason:** n/a

Comments:

**Review Status:** 

Satisfied -Name: Cover letter

Comments: Cover letter Attachment: ARcoverltr.pdf

**Review Status:** 

**Explanatory Memeorandum** Filed 07/10/2007 Satisfied -Name:

Comments:

Memo

**Attachment:** 

Filing Memorandum Rate.pdf

**Review Status:** 

Filed

**Review Status:** 

07/10/2007

07/10/2007

Filing Company: American Family Home Insurance Company State Tracking Number: AR-PC-07-025289

Company Tracking Number: 20070612-07

TOI: 19.0 Personal Auto Sub-TOI: 19.0003 Recreational Vehicle

Product Name: Recreational Vehicle Program

Project Name/Number: Rate and Rule filing/20070613-07

Satisfied -Name: Support Filed 07/10/2007

Comments:

Attachments:

RV\_70\_AR\_4Q06 Filing.pdf TT\_70\_AR\_4Q06 Filing.pdf

Filing Company: American Family Home Insurance Company State Tracking Number: AR-PC-07-025289

Company Tracking Number: 20070612-07

TOI: 19.0 Personal Auto Sub-TOI: 19.0003 Recreational Vehicle

Product Name: Recreational Vehicle Program

Project Name/Number: Rate and Rule filing/20070613-07

**Review Status:** 

Satisfied -Name: Rate filing abstract Filed 07/10/2007

**Comments:**Filing abstract **Attachment:** 

F504AR rate filing abstract.pdf

**Review Status:** 

Satisfied -Name: Response Filed 07/10/2007

Comments: Support

Attachments:

AR response letter.pdf

DOI support.pdf



June 29, 2007

ARKANSAS INSURANCE DEPARTMENT PROPERTY & CASUALTY DIVISION 1200 W 3RD ST LITTLE ROCK AR 72201-1904

**RE:** American Family Home Insurance Company

**Recreational Vehicle Program** 

Rate and Rule Filing

Company Filing Number: 20070613-07

Dear Director.

The American Family Home Insurance Company submits for your approval a revision to our rate and rule filing for our Recreational Vehicle Program approved on June 13, 2006. This submission will replace the current and subsequent submissions in its entirety. Please refer to the attached explanatory memorandum for a complete summary of the proposed changes. The form section of this filing was submitted under separate cover which is file #20070628-01.

We are proposing an effective date of January 1, 2008 for new and renewal business. Please acknowledge receipt and approval and return it to my attention.

If you have any questions regarding this submission, please contact me at (800) 759-9008, extension 5871 or at my e-mail address which is <a href="mailto:mdeller@amig.com">mdeller@amig.com</a>. My fax number is (513) 947-4655.

Best regards, AMERICAN FAMILY HOME INSURANCE COMPANY FEIN 31-0711074/NAIC 23450

Melissa Deller Compliance Analyst

# ARKANSAS RECREATIONAL VEHICLE RATE EXPLANATORY MEMORANDUM

Due to our soon to be implemented new processing system we have revised the format of our filing to correspond easier with the internal system set up. Therefore, the changes to the filing itself are extensive but the actual changes to the program are few. I will list the changes being made at this time.

- We have added number 10 to our Major Violation definition: Any speeding violation in excess of 40 mph over the limit is now considered to be a major violation.
- The felony reference has be removed from our Major Violation definition and added as a separate definition, this term means any conviction for a felony in the past 10 years.
- Under at fault accident, non-chargeable changed to exceptions as follows: 1. Any
  accident where the accumulated total damages do not exceed \$1000 including any
  deductible.
- Discounts, Surcharges and Fee's section, we have revised the layout of the Loss Free Discount and the Association discount. The actual discounts have not been revised.
  - o 1<sup>st</sup> Renewal now shows as 1%.
  - o Accidents and violations have been redefined into a point structure.
  - We've added an ineligible Risk Surcharge, which will be applied if any agent has bound a risk that does not fit within our existing guidelines as an eligible unit
  - We've added an Unverifiable MVR Surcharge as well. This surcharge will apply to any rated operator whose motor vehicle record is not verifiable.
  - We have reduced our Full Timer surcharge from 50% to 10%.
- The territory structure will remain the same except we now rate by zip code instead of county name. We will continue to have Territory I and II; the counties have been converted into the appropriate zip codes and placed on the territory page of the filing.
- Age at Policy Inception factors has been removed.
- Age/Marital Status factors have been revised.
- Class Factors have been revised.
- Replacement Cost for Travel Trailer has been changed from 1.25 to 1.15.
- The base rates and curves for both the Travel Trailer and Motor Home portion of the filing have been revised to reflect the shift in the RV market.
- We have added \$300,000 and \$500,000 limit options to Vacation Liability Coverage and \$2,500 and \$7,500 limit options to Emergency Expense Coverage.
- We are also offering the option of \$1million/\$1million Split Limits and \$1 million Combined Single Limits for Bodily Injury Liability and Uninsured and Underinsured Motorist Bodily Injury. That is in addition to the already filed options. We've offered the option of \$1 million of coverage for Property Damage and Uninsured Motorists Property Damage along with 300,000 and 500,000 for Uninsured motorist property damage.
- Loss Assessment and Land Motor Vehicle/Small Watercraft coverage is being offered for Motor Homes.
- We have added Full Safety Glass to the Travel Trailer at a rate of \$25.
- New Coverages being offered for Travel Trailer and Motor Home are:
  - Secured Storage Personal Effects
  - Identity Fraud Expense Coverage
  - o Adjacent Structure Coverage
  - Full Timer Medical payments

This is a summary of the changes being proposed within our Recreational Vehicle filing. Our indications have been included. The overall impact of this filing is 7.1%.

We are proposing a new business effective date of January 1, 2008. The entire manual has been included with my submission including a list of the forms.

Proposed Effective Date: 7/1/2007

	(1)	(2)	(3)
			Credibility
	Premium in Force		Weighted
	As of:	Premium in Force	Indicated
Coverage	12/31/2006	Distribution	Rate Change
All Liability	20,811	21.0%	0.7%
All Physical Damage	78,225	79.0%	23.2%
Total Premium in Force:	99,036		

Arkansas Indicated Rate Change: 18.5%

Exhibit 1

Complement of Credibility Calculation for All Liability.

(1) Permissible Loss & LAE Ratio	0.510
(2) Proposed Renewal Effective Date	7/1/2007
(3) Effective Date of Current Rates	8/1/2006
(4) Time Period in years {(2)-(3)}/365	0.915
(5) Annual Premium Trend	0.00%
(6) Annual Loss Trend	4.17%
(7) Ann Loss Ratio Trend {[1 + (6)] / [1 + (5)]} - 1	4.17%
(8) Selected Trend Factor	1.038
(9) Trended Permissible Loss & LAE Ratio	0.529

Exhibit 1.2

Complement of Credibility Calculation for All Physical Damage.

(1) Permissible Loss & LAE Ratio	0.475
(2) Proposed Renewal Effective Date	7/1/2007
(3) Effective Date of Current Rates	8/1/2006
(4) Time Period in years {(2)-(3)}/365	0.915
(5) Annual Premium Trend	2.98%
(6) Annual Loss Trend	-0.25%
(7) Ann Loss Ratio Trend {[1 + (6)] / [1 + (5)]} - 1	-3.14%
(8) Selected Trend Factor	0.971
(9) Trended Permissible Loss & LAE Ratio	0.461

Exhibit 1.3

#### Exhibit 2.1

## American Family Home Ins. Co. Motorhome Rate Level Indication Summary Arkansas

Coverage: All Liability

	(1)	(2)	(3)	(4)	(5)	(6)
			Curr Level		Trended Current Level	
		Rate	Earned	Premium	Earned	
Accident	Earned	Level Adj	Premium	Trend	Premium	Earned
Year	Premium	Factor	(1)x(2)	Factor	(3)x(4)	Exposures
9/30/2004	18,243	0.962	17,554	1.000	17,554	111
9/30/2005	17,691	0.938	16,601	1.000	16,601	102
9/30/2006	19,920	0.942	18,771	1.000	18,771	121
	(7)	(8)	(9)	(10)	(11)	(12)
	Non-			Cat Adjusted		Incurred
	Catastrophe			Incurred	Loss+ALAE	Loss+ALAE
Accident	Incurred	•	Catastrophe	Loss+ALAE		Development
Year	Loss+ALAE	Loss+ALAE	Factor	{(7)x(9)}	Factor	Factor
9/30/2004	100	0	1.000	100	1.188	0.997
9/30/2005	0	0	1.000	0	1.140	0.993
9/30/2006	0	0	1.000	0	1.095	1.109
	(40)	(4.4)	(4.5)	(40)	(4.7)	
	(13)	(14)	(15)	(16)	(17)	
		Trended	A .P ( )			
		Adjusted	Adjusted	۸ مه: ما مس <b>د</b>	Danamad	
Accident	ULAE	Incurred Loss+LAE	Loss+LAE	Accident	Reported	
Year			Ratio	Year	Claim Counts	
9/30/2004	1.035	Prod{(10):(13)} 123	(14)/(5) 0.007	Weight 0.250	1	
9/30/2004	1.035	0	0.007	0.250	0	
9/30/2005	1.035	0	0.000	0.330	0	
3/30/2000	1.033	O	0.000	0.400	O	
Weighted Ex	perience Loss	& LAE Ratio			0.002	
•	Loss & LAE R	0.510				
Loss Ratio T					1.038	
	missible Loss	0.529				
	quare Root Ru	0.030				
	eighted Loss &	0.513				
-	=	ited Rate Leve	l Change	:	0.007	

Coverage: All Physical Damage

	(1)	(2)	(3)	(4)	(5)	(6)
			Curr Level		Trended Current Level	
		Rate	Earned	Premium	Earned	
Accident	Earned	Level Adj	Premium	Trend	Premium	Earned
Year	Premium	Factor	(1)x(2)	Factor	(3)x(4)	Exposures
9/30/2004	46,023	1.285	59,135	1.134	67,062	78
9/30/2005	50,054	1.254	62,750	1.053	66,051	77
9/30/2006	63,907	1.129	72,136	1.068	77,071	98
	(7)	(0)	(0)	(4.0)	(4.4)	(40)
	(7)	(8)	(9)	(10)	(11)	(12)
	Non-			Cat Adjusted	1	Incurred
	Catastrophe	0	0	Incurred	Loss+ALAE	Loss+ALAE
Accident	Incurred	Catastrophe	Catastrophe	Loss+ALAE		Development
Year	Loss+ALAE	Loss+ALAE	Factor	{(7)x(9)}	Factor	Factor
9/30/2004	14,291	23,063	1.104	15,782	1.030	1.000
9/30/2005	175,325	0	1.104	193,619	0.992	0.995
9/30/2006	13,970	616	1.104	15,427	0.998	1.007
	(13)	(14)	(15)	(16)	(17)	
		Trended				
		Adjusted	Adjusted			
		Incurred	Loss+LAE	Accident	Reported	
Accident	ULAE	Loss+LAE	Ratio	Year	Claim	
Year	Factor	Prod{(10):(13)}	(14)/(5)	Weight	Counts	
9/30/2004	1.035	16,820	0.251	0.150	18	
9/30/2005	1.035	197,899	2.996	0.300	18	
9/30/2006	1.035	16,048	0.208	0.550	12	
Weighted Ev	perience Loss	· & Ι ΔΕ Ratio			1.051	
•	Loss & LAE R	0.475				
Loss Ratio T		0.971				
		Ratio used as	0.461			
	Square Root R	0.210				
	eighted Loss	0.585				
-	•	ited Rate Leve	l Chango	:	0.232	
Creability-W	eignied malca	U.232				

# American Family Home Ins. Co. Rate Level Adjustment Factors Arkansas

	Rate Impacts:						
Date	ВІ	COLL	COMP	MED	PD	PIP	UM
08/01/06	-9.1%	5.3%	5.1%	0.0%	-10.2%	0.0%	0.0%
10/01/05	0.0%	38.1%	9.1%	0.0%	0.0%	0.0%	0.0%
04/01/05	-1.8%	14.9%	-1.0%	0.0%	4.2%	0.0%	0.0%
12/01/03	4.5%	3.8%	2.9%	0.0%	4.5%	4.5%	4.5%
11/01/01	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

	Earned Premiums:							
Date	ВІ	COLL	COMP	MED	PD	PIP	UM	
9/30/2004	7,397	10,654	35,369	74	6,070	1,204	3,498	
9/30/2005	6,734	11,578	38,476	93	5,654	1,406	3,803	
9/30/2006	6,516	14,519	49,388	-5	5,705	2,140	5,565	

		Rate Level Adjustment Factors:							
	Date	ВІ	COLL	COMP	MED	PD	PIP	UM	
	9/30/2004	0.919	1.711	1.157	1.000	0.963	1.028	1.029	
ı	9/30/2005	0.895	1.641	1.137	1.000	0.932	1.001	1.001	
	9/30/2006	0.908	1.244	1.095	1.000	0.904	1.000	1.000	

	Current Level Earned Premiums:							
Date	BI	COLL	COMP	MED	PD	PIP	UM	
9/30/2004	6,797	18,230	40,905	74	5,848	1,238	3,598	
9/30/2005	6,028	18,998	43,752	93	5,267	1,407	3,805	
9/30/2006	5,916	18,062	54,074	-5	5,157	2,140	5,565	

# American Family Home Ins. Co. Motorhome

#### **Arkansas**

	Earned	
Year Ending:	Exposures:	CLEP:
09/30/02	47	17,079
09/30/03	96	39,013
09/30/04	111	59,135
09/30/05	102	62,750
09/30/06	121	72,136
Total:	476	250,114

	Average	Current	Fitted	Premium
	Earned	Amount	Exponential	Trend
Acc Year	Relativity	Factor	Curve	Factor *
9/30/2002	364	1.321	N/A	1.412
9/30/2003	406	1.236	N/A	1.321
9/30/2004	533	1.061	548.984	1.134
9/30/2005	617	0.985	581.739	1.053
9/30/2006	599	1.000	616.449	1.068

Annual Rate of Change: 3.0%
Trend Period Begins: 30-Sep-05
Trend Period Ends: 30-Dec-07
Projection Period (Years): 2.25
Premium Projection Factor: 1.068

Exhibit 4

#### Exhibit 5

# American Family Home Ins. Co. Motorhome Average Catastrophe Factor

(Using American Modern Insurance Data)
For Physical Damage
Arkansas

Accident Year	Non- Catrastrophe Losses (1)	Catrastrophe Losses (2)	Catastrophe Ratio (2)/(1)
1995	0	0	0.000
1996	0	0	0.000
1997	0	0	0.000
1998	0	0	0.000
1999	0	0	0.000
2000	0	0	0.000
2001	0	1,774	0.000
2002	8,769	0	0.000
2003	27,126	0	0.000
2004	59,056	23,063	0.391
2005	131,502	0	0.000
2006	17,488	616	0.035

Weighted Average: 0.104
Selected Catastrophe Factor: 1.104

American Family Home Ins. Co. Exhibit 6.1

Program: Motorhome

U.S. Dept. of Labor - Bureau of Labor Statistics

**Consumer Price Index -- Medical Costs** 

## **Current Cost Factors**

				Loss+ALAE
12 Months	Average			Trend
Ending	CPI	Current Cost fac	tor	Factors *
9/30/2004	306.8	337.7 / 306.8 =	1.101	1.188
9/30/2005	319.9	337.7 / 319.9 =	1.056	1.140
9/30/2006	333.1	337.7 / 333.1 =	1.014	1.095

Average Value of the Latest Quarter = 337.7

The Latest Quarter = 3 rd quarter of 2006

### **Trended Cost Factors**

Year	Quarter Ending	Average CPI	Exponential 8 Point
2004	December	314.1	314.9
2005	March	318.9	318.2
2005	June	322.2	321.4
2005	September	324.2	324.7
2005	December	327.6	328.1
2006	March	331.8	331.4
2006	June	335.4	334.8
2006	September	337.7	338.3
	Quarterly Tre		1.0% 4.2%
	7	<b>-</b>	
	Trend Period	J	6/30/2008
			1.88
	Trended Cos	,	1.080
2006 2006	December March June September  Quarterly Tre Annual Trend Trend Period Trend Period Trended Per	331.8 335.4 337.7 end = d = d Begins: d Ends: iod (Years)	331.4 334.8 338.3 1.0% 4.2% 8/15/2006 6/30/2008 1.88

<sup>\*</sup> Loss Trend Factor = Current Cost Factor X Trended Cost Factor

American Family Home Ins. Co.

**Program: Motorhome** 

U.S. Dept. of Labor - Bureau of Labor Statistics Producer Price Index -- Industry Data for Motorhomes

# **Current Cost Factors**

				Loss+ALAE
12 Months	Average			Trend
Ending	CPI	Current Cost fac	tor	Factors *
9/30/2004	162.1	167.7 / 162.1 =	1.035	1.030
9/30/2005	168.2	167.7 / 168.2 =	0.997	0.992
9/30/2006	167.2	167.7 / 167.2 =	1.003	0.998

Exhibit 6.2

Average Value of the Latest Quarter = 167.7

The Latest Quarter = 3 rd quarter of 2006

### **Trended Cost Factors**

Year	Quarter Ending	Average CPI	Exponential 8 Point
2004	December	166.2	168.1
2005	March	167.3	168.0
2005	June	169.0	167.9
2005	September	170.4	167.8
2005	December	170.5	167.7
2006	March	164.5	167.6
2006	June	166.2	167.4
2006	September	167.7	167.3
	Quartely Tre Annual Trend Trend Period Trend Period Trended Per	d = d Begins: d Ends:	-0.1% -0.2% 8/15/2006 6/30/2008 1.88
	Trended Cos	st Factor =	0.995

<sup>\*</sup> Loss Trend Factor = Current Cost Factor X Trended Cost Factor

#REF!

American Family Home Ins. Co. Loss + ALAE Development Factors

Motorhome and Travel Trailer

All Liability Coverages
Countrywide Consolidated American Modern Insurance Group Data

#### Cumulative Incurred Loss + ALAE Development

#### Accident Quarter\Ag

				12	15	18	21	24	27	30	33	36	39	42	45	48	51	54	57	60	63	66	69	72
1Q2001	127,278	107,922	132,100	130,827	135,713	136,303	138,913	129,677	119,677	119,677	119,677	124,177	124,177	124,177	130,432	128,813	128,833	128,833	128,833	128,833	128,813	128,813	128,813	128,813
2Q2001	54,847	92,622	266,970	331,879	332,284	316,225	336,857	336,857	329,407	457,947	458,329	458,329	451,415	446,615	446,615	475,245	475,245	472,745	486,202	486,202	486,202	486,202	486,108	
3Q2001	391,835	585,354	461,409	536,037	464,680	690,257	897,460	874,460	825,838	942,455	952,553	952,653	906,489	912,480	912,480	912,480	912,480	912,129	912,129	895,220	901,356	901,468		
4Q2001	437,758	500,616	495,982	243,061	259,276	279,241	279,241	187,865	362,943	382,943	293,732	277,121	193,692	220,071	195,875	195,875	195,875	195,875	195,875	195,875	195,875			
1Q2002	97,756	198,411	226,873	209,682	304,732	301,052	305,781	334,729	502,729	549,021	408,736	378,464	354,303	354,423	354,423	354,423	354,423	329,423	329,423	329,423				
2Q2002	135,298	210,994	217,807	338,873	351,674	632,684	688,642	622,425	717,823	482,548	471,974	471,974	496,974	476,974	469,826	469,826	469,826	469,826	469,826					
3Q2002	281,599	296,602	345,466	540,913	566,401	762,000	738,258	749,615	650,015	605,979	606,019	603,126	603,126	603,126	606,911	606,911	606,911	606,911						
4Q2002	233,145	282,397	168,282	199,778	330,420	358,362	375,862	486,457	454,052	428,841	446,893	430,139	413,793	413,793	413,793	413,793	413,793							
1Q2003	97,303	112,594	125,602	167,181	205,990	206,090	197,559	197,539	197,539	197,539	197,659	197,659	197,659	198,976	198,976	197,659								
2Q2003	147,575	205,645	203,627	442,178	505,944	477,879	713,817	726,892	735,180	785,319	760,319	749,990	682,208	682,208	686,646									
3Q2003	327,891	530,521	830,095	970,213	887,072	931,310	1,002,082	962,717	921,198	911,551	908,937	953,654	953,274	950,305										
4Q2003	131,838	744,051	710,419	723,315	724,695	706,808	764,991	779,983	744,733	692,232	675,119	675,119	675,119											
1Q2004	209,768	231,711	235,130	223,547	213,038	210,038	183,862	183,862	178,362	164,673	188,241	188,241												
2Q2004	478,380	501,690	488,951	522,592	586,000	618,070	696,615	970,845		1,056,837	992,275													
3Q2004	951,885	1,053,898	1,442,877	1,405,019	1,371,209	1,208,432	1,204,869		1,256,309	1,161,931														
4Q2004	773,033	780,161	656,261	589,804	591,822	581,737	586,635	586,615	586,753															
1Q2005	306,090	303,708	324,196	306,712	287,452	284,175	211,309	231,585																
2Q2005	238,483	260,762	245,370	247,886	248,540	244,790	246,734																	
3Q2005	577,782	987,259	1,138,002	1,122,358	1,068,619	1,264,078																		
4Q2005	204,781	207,648	233,959	226,620	795,020																			
1Q2006	105,000	109,833	155,635	127,566																				
2Q2006	243,023	368,952	336,932																					
3Q2006	812,149	855,943																						
4Q2006	238,345																							

#### **Historical Development Factors**

# Accident

Quarter\Ag																							
e	3 to 6	6 to 9	9 to 12	12 to 15	15 to 18	18 to 21	21 to 24	24 to 27	27 to 30	30 to 33	33 to 36	36 to 39	39 to 42	42 to 45	45 to 48	48 to 51	51 to 54	54 to 57	57 to 60	60 to 63	63 to 66	66 to 69	69 to 72
1Q2001	0.848	1.224	0.990	1.037	1.004	1.019	0.934	0.923	1.000	1.000	1.038	1.000	1.000	1.050	0.988	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
2Q2001	1.689	2.882	1.243	1.001	0.952	1.065	1.000	0.978	1.390	1.001	1.000	0.985	0.989	1.000	1.064	1.000	0.995	1.028	1.000	1.000	1.000	1.000	
3Q2001	1.494	0.788	1.162	0.867	1.485	1.300	0.974	0.944	1.141	1.011	1.000	0.952	1.007	1.000	1.000	1.000	1.000	1.000	0.981	1.007	1.000		
4Q2001	1.144	0.991	0.490	1.067	1.077	1.000	0.673	1.932	1.055	0.767	0.943	0.699	1.136	0.890	1.000	1.000	1.000	1.000	1.000	1.000			
1Q2002	2.030	1.143	0.924	1.453	0.988	1.016	1.095	1.502	1.092	0.744	0.926	0.936	1.000	1.000	1.000	1.000	0.929	1.000	1.000				
2Q2002	1.559	1.032	1.556	1.038	1.799	1.088	0.904	1.153	0.672	0.978	1.000	1.053	0.960	0.985	1.000	1.000	1.000	1.000					
3Q2002	1.053	1.165	1.566	1.047	1.345	0.969	1.015	0.867	0.932	1.000	0.995	1.000	1.000	1.006	1.000	1.000	1.000						
4Q2002	1.211	0.596	1.187	1.654	1.085	1.049	1.294	0.933	0.944	1.042	0.963	0.962	1.000	1.000	1.000	1.000							
1Q2003	1.157	1.116	1.331	1.232	1.000	0.959	1.000	1.000	1.000	1.001	1.000	1.000	1.007	1.000	0.993								
2Q2003	1.393	0.990	2.172	1.144	0.945	1.494	1.018	1.011	1.068	0.968	0.986	0.910	1.000	1.007									
3Q2003	1.618	1.565	1.169	0.914	1.050	1.076	0.961	0.957	0.990	0.997	1.049	1.000	0.997										
4Q2003	5.644	0.955	1.018	1.002	0.975	1.082	1.020	0.955	0.930	0.975	1.000	1.000											
1Q2004	1.105	1.015	0.951	0.953	0.986	0.875	1.000	0.970	0.923	1.143	1.000												
2Q2004	1.049	0.975	1.069	1.121	1.055	1.127	1.394	1.054	1.033	0.939													
3Q2004	1.107	1.369	0.974	0.976	0.881	0.997	1.045	0.998	0.925														
4Q2004	1.009	0.841	0.899	1.003	0.983	1.008	1.000	1.000															
1Q2005	0.992	1.067	0.946	0.937	0.989	0.744	1.096																
2Q2005	1.093	0.941	1.010	1.003	0.985	1.008																	
3Q2005	1.709	1.153	0.986	0.952	1.183																		
4Q2005	1.014	1.127	0.969	3.508																			
1Q2006	1.046	1.417	0.820																				
2Q2006	1.518	0.913																					
3Q2006	1.054																						

#### American Family Home Ins. Co.

Loss + ALAE Development Factors **Motorhome and Travel Trailer** 

All Liability Coverages
Countrywide Consolidated American Modern Insurance Group Data

#### Indicated Age-to-Age Factors

	3 to 6	6 to 9	9 to 12	12 to 15	15 to 18	18 to 21	21 to 24	24 to 27	27 to 30	30 to 33	33 to 36	36 to 39	39 to 42	42 to 45	45 to 48	48 to 51	51 to 54	54 to 57	57 to 60	60 to 63	63 to 66	66 to 69	69 to 72
-	Wtd Avera	iges																					
All Qtrs	1.294	1.089	1.055	1.079	1.082	1.070	1.032	1.023	0.991	0.962	0.996	0.965	1.001	0.996	1.007	1.000	0.991	1.005	0.992	1.004	1.000	1.000	1.000
4 Point	1.130	1.114	0.973	1.261	1.081	0.970	1.129	1.015	0.960	0.979	1.014	0.974	0.999	1.004	0.999	1.000	0.985	1.000	0.991	1.004			
8 Point	1.188	1.113	0.971	1.111	1.005	1.023	1.063	0.996	0.980	0.986	1.003	0.981	1.001	0.994	1.008	1.000							
12 Point	1.273	1.118	1.037	1.077	1.010	1.051	1.053	1.014	0.958	0.959	0.995	0.965											
Avg (4,8)	1.159	1.114	0.972	1.186	1.043	0.997	1.096	1.005	0.970	0.982	1.009	0.977	1.000	0.999	1.003	1.000							
I		_																					
<u>نے</u>	Arithmetic		_																				
All Qtrs	1.458	1.148	1.116	1.196	1.093	1.049	1.025	1.074	1.006	0.969	0.992	0.958	1.009	0.994	1.005	1.000	0.989	1.005	0.996	1.002	1.000	1.000	1.000
4 Point	1.158	1.152	0.946	1.600	1.035	0.939	1.134	1.005	0.953	1.014	1.009	0.977	1.001	1.003	0.998	1.000	0.982	1.000	0.995	1.002			
8 Point	1.179	1.104	0.959	1.307	1.005	0.990	1.067	0.993	0.977	1.008	0.999	0.983	1.012	0.986	1.007	1.000							
12 Point	1.528	1.111	1.082	1.229	1.010	1.032	1.062	1.033	0.964	0.964	0.989	0.958											
8 Pt H/L	1.122	1.095	0.964	1.001	0.995	1.008	1.030	0.989	0.970	0.997	0.997	0.983	1.001	0.999	1.000	1.000							
12 Pt H/L	1.170	1.093	0.999	1.032	1.005	1.015	1.045	1.003	0.980	0.968	0.989	0.974											
_	Geometric	: Average	<u>s</u>																				
All Qtrs	1.320	1.094	1.072	1.126	1.075	1.038	1.014	1.050	0.996	0.964	0.992	0.954	1.008	0.993	1.005	1.000	0.989	1.005	0.996	1.002	1.000	1.000	1.000
4 Point	1.141	1.139	0.943	1.331	1.032	0.932	1.124	1.005	0.952	1.011	1.009	0.976	1.001	1.003	0.998	1.000	0.982	1.000	0.995	1.002			
8 Point	1.155	1.087	0.956	1.160	1.001	0.982	1.060	0.993	0.975	1.007	0.999	0.982	1.011	0.985	1.007	1.000							
12 Point	1.299	1.092	1.046	1.128	1.007	1.019	1.055	1.023	0.957	0.958	0.988	0.954											

#### **Selected Factors**

Selection:																							
	3 to 6	6 to 9	9 to 12	12 to 15	15 to 18	18 to 21	21 to 24	24 to 27	27 to 30	30 to 33	33 to 36	36 to 39	39 to 42	42 to 45	45 to 48	48 to 51	51 to 54	54 to 57	57 to 60	60 to 63	63 to 66	66 to 69	69 to Ult
Age-to-																							
Age																							
Factors	1.365	1.003	0.973	1.099	1.050	0.948	1.112	1.019	0.951	0.983	1.012	0.994	0.988	1.007	1.006	0.983	1.013	1.002	0.999	1.002	1.000	1.000	1.000
L																							
	3-Ult	6-Ult	9-Ult	12-Ult	15-Ult	18-Ult	21-Ult	24-Ult	27-Ult	30-Ult	33-Ult	36-Ult	39-Ult	42-Ult	45-Ult	48-Ult	51-Ult	54-Ult	57-Ult	60-Ult	63-Ult	66-Ult	69-Ult
Quarterly																							
Age-to-																							
Ult																							
Factors	1.551	1.136	1.133	1.165	1.060	1.010	1.065	0.957	0.939	0.988	1.005	0.994	1.000	1.012	1.005	0.999	1.016	1.003	1.001	1.002	1.000	1.000	1.000
	12-Ult	15-Ult	18-Ult	21-Ult	24-Ult	27-Ult	30-Ult	33-Ult	36-Ult	39-Ult	42-Ult	45-Ult	48-Ult	51-Ult	54-Ult	57-Ult	60-Ult	63-Ult	66-Ult	69-Ult			
Wtd																							
Annual																							
Age-to-																							
Ult																							
Factors	1.202	1.109	1.050	1.040	1.026	0.993	0.981	0.982	0.985	0.997	1.006	1.006	1.006	1.010	1.006	1.005	1.005	1.002	1.001	1.000			

Loss + ALAE Development Factors
Motorhome and Travel Trailer
All Physical Damage Coverages
Countrywide Consolidated American Modern Insurance Group Data

#### Cumulative Incurred Loss + ALAE Development

#### Accident Quarter\A

ge	3	6	9	12	15	18	21	24	27	30	33	36	39	42	45	48	51	54	57	60
1Q2002	1,563,671	1,959,789	2,123,093	2,160,648	2,308,462	2,370,209	2,338,447	2,380,858	2,376,168	2,378,607	2,379,465	2,314,368	2,306,785	2,300,818	2,300,818	2,300,818	2,300,818	2,300,818	2,300,818	2,300,818
2Q2002	2,052,956	2,846,121	2,809,204	2,717,487	2,746,343	2,775,527	2,753,173	2,745,932	2,808,055	2,811,736	2,827,853	2,823,488	2,834,246	2,832,407	2,832,407	2,835,364	2,835,364	2,831,292	2,831,367	
3Q2002	3,838,322	4,360,090	4,364,459	4,352,132	4,111,833	4,091,427	4,093,555	4,094,291	4,084,745	4,089,414	4,091,834	4,008,303	4,008,692	4,008,916	4,009,500	4,009,480	4,009,480	4,009,480		
4Q2002	2,016,565	2,299,770	2,332,936	2,324,030	2,335,503	2,338,033	2,327,958	2,325,894	2,326,522	2,328,666	2,328,614	2,328,614	2,327,893	2,327,893	2,327,893	2,325,111	2,325,111			
1Q2003	2,053,226	2,188,457	2,219,241	2,233,242	2,260,400	2,268,228	2,270,669	2,257,122	2,260,062	2,261,215	2,261,215	2,253,396	2,255,170	2,256,753	2,259,399	2,259,379				
2Q2003	3,649,369	3,892,444	3,866,411	3,871,013	3,846,522	3,839,563	3,815,676	3,797,485	3,821,506	3,805,968	3,806,385	3,806,345	3,781,967	3,781,927	3,781,927					
3Q2003	3,944,099	4,460,382	4,331,969	4,362,319	4,371,671	4,379,784	4,367,400	4,373,125	4,372,975	4,372,775	4,373,945	4,375,733	4,384,242	4,379,564						
4Q2003	2,653,126	2,972,669	2,985,502	2,942,309	2,930,700	2,958,754	2,929,289	2,930,003	2,928,757	2,928,757	2,928,717	2,925,766	2,925,766							
1Q2004	2,141,633	2,261,769	2,234,839	2,221,279	2,210,782	2,224,846	2,221,277	2,211,955	2,212,384	2,215,484	2,210,365	2,210,640								
2Q2004	3,507,599	3,850,712	3,875,401	3,968,618	4,018,941	3,925,805	3,897,083	3,953,945	3,917,664	3,919,164	3,914,035									
3Q2004	5,067,033	6,079,799	6,148,961	6,149,273	6,117,756	6,110,720	6,097,062	6,092,767	6,092,767	6,075,336										
4Q2004	2,684,923	2,933,192	2,862,897	2,896,363	2,786,718	2,780,528	2,726,044	2,725,624	2,725,992											
1Q2005	2,616,859	2,846,338	2,920,708	2,677,726	2,570,097	2,548,183	2,520,926	2,511,648												
2Q2005	3,602,439	3,838,960	3,723,575	3,522,978	3,571,265	3,578,291	3,551,703													
3Q2005	4,685,426	5,853,191	5,727,403	5,744,852	5,851,967	5,836,849														
4Q2005	3,827,666	4,189,479	4,071,788	4,125,764	4,102,668															
1Q2006	2,147,130	2,192,073	2,126,415	2,114,041																
2Q2006	3,750,392	4,099,806	4,075,201																	
3Q2006	4,617,567	4,623,145																		
4Q2006	3,592,364																			

#### **Historical Development Factors**

#### Accident Quarter\A

Quarter\A																			
ge	3 to 6	6 to 9	9 to 12	12 to 15	15 to 18	18 to 21	21 to 24	24 to 27	27 to 30	30 to 33	33 to 36	36 to 39	39 to 42	42 to 45	45 to 48	48 to 51	51 to 54	54 to 57	57 to 60
1Q2002	1.253	1.083	1.018	1.068	1.027	0.987	1.018	0.998	1.001	1.000	0.973	0.997	0.997	1.000	1.000	1.000	1.000	1.000	1.000
2Q2002	1.386	0.987	0.967	1.011	1.011	0.992	0.997	1.023	1.001	1.006	0.998	1.004	0.999	1.000	1.001	1.000	0.999	1.000	
3Q2002	1.136	1.001	0.997	0.945	0.995	1.001	1.000	0.998	1.001	1.001	0.980	1.000	1.000	1.000	1.000	1.000	1.000		
4Q2002	1.140	1.014	0.996	1.005	1.001	0.996	0.999	1.000	1.001	1.000	1.000	1.000	1.000	1.000	0.999	1.000			
1Q2003	1.066	1.014	1.006	1.012	1.003	1.001	0.994	1.001	1.001	1.000	0.997	1.001	1.001	1.001	1.000				
2Q2003	1.067	0.993	1.001	0.994	0.998	0.994	0.995	1.006	0.996	1.000	1.000	0.994	1.000	1.000					
3Q2003	1.131	0.971	1.007	1.002	1.002	0.997	1.001	1.000	1.000	1.000	1.000	1.002	0.999						
4Q2003	1.120	1.004	0.986	0.996	1.010	0.990	1.000	1.000	1.000	1.000	0.999	1.000							
1Q2004	1.056	0.988	0.994	0.995	1.006	0.998	0.996	1.000	1.001	0.998	1.000								
2Q2004	1.098	1.006	1.024	1.013	0.977	0.993	1.015	0.991	1.000	0.999									
3Q2004	1.200	1.011	1.000	0.995	0.999	0.998	0.999	1.000	0.997										
4Q2004	1.092	0.976	1.012	0.962	0.998	0.980	1.000	1.000											
1Q2005	1.088	1.026	0.917	0.960	0.991	0.989	0.996												
2Q2005	1.066	0.970	0.946	1.014	1.002	0.993													
3Q2005	1.249	0.979	1.003	1.019	0.997														
4Q2005	1.095	0.972	1.013	0.994															
1Q2006	1.021	0.970	0.994																
2Q2006	1.093	0.994																	
3Q2006	1.001																		

American Family Home Ins. Co. Loss + ALAE Development Factors Motorhome and Travel Trailer
All Physical Damage Coverages
Countrywide Consolidated American Modern Insurance Group Data

#### Indicated Age-to-Age Factors

	3 to 6	6 to 9	9 to 12	12 to 15	15 to 18	18 to 21	21 to 24	24 to 27	27 to 30	30 to 33	33 to 36	36 to 39	39 to 42	42 to 45	45 to 48	48 to 51	51 to 54	54 to 57	57 to 60
_	Wtd Avera	ages																	-
All Qtrs	1.121	0.995	0.994	0.998	1.000	0.994	1.001	1.001	1.000	1.000	0.994	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
4 Point	1.053	0.980	0.991	1.002	0.998	0.992	1.003	0.998	0.999	0.999	1.000	0.999	1.000	1.000	1.000	1.000			
8 Point	1.095	0.988	0.992	0.998	0.997	0.993	1.001	1.000	0.999	1.000	0.996	1.000							
12 Point	1.107	0.989	0.994	0.998	0.998	0.995	1.000	1.001											
Avg (4,8)	1.074	0.984	0.991	1.000	0.997	0.992	1.002	0.999	0.999	1.000	0.998	0.999							
	Arithmetic	: Average	<u>s</u>																
All Qtrs	1.124	0.998	0.993	0.999	1.001	0.993	1.001	1.001	1.000	1.000	0.994	1.000	0.999	1.000	1.000	1.000	1.000	1.000	1.000
4 Point	1.052	0.979	0.989	0.997	0.997	0.990	1.003	0.998	1.000	0.999	1.000	0.999	1.000	1.000	1.000	1.000			
8 Point	1.088	0.987	0.989	0.994	0.998	0.992	1.000	1.000	1.000	1.000	0.997	1.000							
12 Point	1.098	0.989	0.991	0.996	0.999	0.994	0.999	1.001											
8 Pt H/L	1.076	0.984	0.995	0.996	0.999	0.993	0.999	1.000	1.000	1.000	0.999	1.000							
12 Pt H/L	1.093	0.987	0.996	0.998	1.000	0.995	0.998	1.000											
_	Geometric	: Average	<u>s</u>																
All Qtrs	1.121	0.997	0.993	0.999	1.001	0.993	1.001	1.001	1.000	1.000	0.994	1.000	0.999	1.000	1.000	1.000	1.000	1.000	1.000
4 Point	1.052	0.979	0.989	0.996	0.997	0.990	1.002	0.998	1.000	0.999	1.000	0.999	1.000	1.000	1.000	1.000			
8 Point	1.086	0.987	0.988	0.994	0.997	0.992	1.000	1.000	1.000	1.000	0.997	1.000							
12 Point	1.096	0.989	0.991	0.996	0.999	0.994	0.999	1.001											

#### Selected Factors

#### Selection:

3 to 6	6 to 9	9 to 12	12 to 15	15 to 18	18 to 21	21 to 24	24 to 27	27 to 30	30 to 33	33 to 36	36 to 39	39 to 42	42 to 45	45 to 48	48 to 51	51 to 54	54 to 57	57 to Ult
1.009	1.039	1.000	1.009	0.997	0.994	0.997	1.005	0.995	1.003	0.996	1.002	1.000	1.000	1.000	1.000	1.000	1.000	1.000
3-Ult	6-Ult	9-Ult	12-Ult	15-Ult	18-Ult	21-Ult	24-Ult	27-Ult	30-Ult	33-Ult	36-Ult	39-Ult	42-Ult	45-Ult	48-Ult	51-Ult	54-Ult	57-Ult
1.045	1.036	0.997	0.998	0.988	0.991	0.998	1.000	0.996	1.001	0.997	1.002	1.000	1.000	1.000	1.000	1.000	1.000	1.000
12-Ult	15-Ult	18-Ult	21-Ult	24-Ult	27-Ult	30-Ult	33-Ult	36-Ult	39-Ult	42-Ult	45-Ult	48-Ult	51-Ult	54-Ult	57-Ult			
	1.009 3-Ult	1.009 1.039  3-Ult 6-Ult  1.045 1.036	1.009 1.039 1.000  3-Uit 6-Uit 9-Uit  1.045 1.036 0.997	1.009 1.039 1.000 1.009  3-Ult 6-Ult 9-Ult 12-Ult  1.045 1.036 0.997 0.998	1.009         1.039         1.000         1.009         0.997           3-Ult         6-Ult         9-Ult         12-Ult         15-Ult           1.045         1.036         0.997         0.998         0.988	1.009         1.039         1.000         1.009         0.997         0.994           3-Ult         6-Ult         9-Ult         12-Ult         15-Ult         18-Ult           1.045         1.036         0.997         0.998         0.988         0.991	1.009         1.039         1.000         1.009         0.997         0.994         0.997           3-Ult         6-Ult         9-Ult         12-Ult         15-Ult         18-Ult         21-Ult           1.045         1.036         0.997         0.998         0.988         0.991         0.998	1.009         1.039         1.000         1.009         0.997         0.994         0.997         1.005           3-Ult         6-Ult         9-Ult         12-Ult         15-Ult         18-Ult         21-Ult         24-Ult           1.045         1.036         0.997         0.998         0.988         0.991         0.998         1.000	1.009         1.039         1.000         1.009         0.997         0.994         0.997         1.005         0.995           3-Ult         6-Ult         9-Ult         12-Ult         15-Ult         18-Ult         21-Ult         24-Ult         27-Ult           1.045         1.036         0.997         0.998         0.988         0.991         0.998         1.000         0.996	1.009         1.039         1.000         1.009         0.997         0.994         0.997         1.005         0.995         1.003           3-Ult         6-Ult         9-Ult         12-Ult         15-Ult         18-Ult         21-Ult         24-Ult         27-Ult         30-Ult           1.045         1.036         0.997         0.998         0.988         0.991         0.998         1.000         0.996         1.001	1.009         1.039         1.000         1.009         0.997         0.994         0.997         1.005         0.995         1.003         0.996           3-Ult         6-Ult         9-Ult         12-Ult         15-Ult         18-Ult         21-Ult         24-Ult         27-Ult         30-Ult         33-Ult           1.045         1.036         0.997         0.998         0.988         0.991         0.998         1.000         0.996         1.001         0.997	1.009         1.039         1.000         1.009         0.997         0.994         0.997         1.005         0.995         1.003         0.996         1.002           3-Ult         6-Ult         9-Ult         12-Ult         18-Ult         21-Ult         24-Ult         27-Ult         30-Ult         33-Ult         36-Ult           1.045         1.036         0.997         0.998         0.988         0.991         0.998         1.000         0.996         1.001         0.997         1.002	1.009         1.039         1.000         1.009         0.997         0.994         0.997         1.005         0.995         1.003         0.996         1.002         1.000           3-Ult         6-Ult         9-Ult         12-Ult         15-Ult         18-Ult         21-Ult         24-Ult         27-Ult         30-Ult         33-Ult         36-Ult         39-Ult           1.045         1.036         0.997         0.998         0.988         0.991         0.998         1.000         0.996         1.001         0.997         1.002         1.000	1.009         1.039         1.000         1.009         0.997         0.994         0.997         1.005         0.995         1.003         0.996         1.002         1.000         1.000           3-Ult         6-Ult         9-Ult         12-Ult         15-Ult         18-Ult         21-Ult         24-Ult         27-Ult         30-Ult         33-Ult         36-Ult         39-Ult         42-Ult           1.045         1.036         0.997         0.998         0.988         0.991         0.998         1.000         0.996         1.001         0.997         1.002         1.000         1.000	1.009         1.039         1.000         1.009         0.997         0.994         0.997         1.005         0.995         1.003         0.996         1.002         1.000         1.000         1.000           3-Ult         6-Ult         9-Ult         12-Ult         15-Ult         18-Ult         21-Ult         24-Ult         27-Ult         30-Ult         33-Ult         36-Ult         39-Ult         42-Ult         45-Ult           1.045         1.036         0.997         0.998         0.988         0.991         0.998         1.000         0.996         1.001         0.997         1.002         1.000         1.000         1.000	1.009         1.039         1.000         1.009         0.997         0.994         0.997         1.005         0.995         1.003         0.996         1.002         1.000         1.000         1.000         1.000           3-Ult         6-Ult         9-Ult         12-Ult         15-Ult         18-Ult         21-Ult         24-Ult         27-Ult         30-Ult         33-Ult         36-Ult         39-Ult         42-Ult         45-Ult         48-Ult           1.045         1.036         0.997         0.998         0.988         0.991         0.998         1.000         0.996         1.001         0.997         1.002         1.000         1.000         1.000	1.009       1.039       1.000       1.000       1.009       0.997       0.994       0.997       1.005       0.995       1.003       0.996       1.002       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000 <th< th=""><th>1.009         1.039         1.000         1.009         0.997         0.994         0.997         1.005         0.995         1.003         0.996         1.002         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         <th< th=""></th<></th></th<>	1.009         1.039         1.000         1.009         0.997         0.994         0.997         1.005         0.995         1.003         0.996         1.002         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000 <th< th=""></th<>

# American Family Home Ins. Co. Arkansas

## **Calculation of ULAE Factor**

Ratio to Incurred Loss+ALAE

## Consolidated American Modern Insurance Group Data

Calendar Year	2005	2004	2003
ULAE Incurred	13,597,575	14,164,401	9,789,489
Loss+ALAE Incurred	405,505,527	324,486,163	349,069,977
Ratio to Incurred Loss+ALAE	3.4%	4.4%	2.8%
3 Year Average	3.5%		

Selected ULAE Factor: 1.035

### American Family Home Ins. Co.

Exhibit 9.1

State: Arkansas Product: Motorhome

Liability Coverage

#### **Determination of Permissible Loss Ratio**

		Ca	alendar Year		Budget	
		2003	2004	2005	2006	Selected
(1)	Pre-Paid Commissions	21.5%	17.6%	18.7%		18.2%
(1a)	Contingent Commissions	1.9%	2.4%	3.7%	2.3%	2.3%
(2)	Other Acquisition Expense (Consolidated AMIG)	4.0%	5.0%	6.1%	6.4%	6.2%
(3)	General Expense (Consolidated AMIG)	10.6%	14.4%	14.9%	14.4%	14.7%
(4)	Taxes, Licenses and Fees	3.4%	3.3%	3.2%		3.3%
(5)	Reinsurance Expense (Consolidated AMIG)					0.3%
(6)	Total Expense					45.0%
	D (1) 1					

Profit Loading Provision								
(7a)	After Tax Return on Equity Goal	16.5%						
(7b)	Premium to Surplus Ratio	2.3:1						
(7c)	After Tax Return on Premium [(6a)/(6b)]	7.2%						
(7d)	After Tax Return Generated by Investment Income (Appendix A-10, Page 1)	4.6%						
(7e)	After Tax Return Needed from Underwriting Profit [(6c)-(6d)]	2.6%						
(7f)	Before Tax Return Needed from Underwriting Profit [(6e)/(1.000-0.35)]	4.0%						
(7)	Selected Profit Loading Provision		4.0%					

(8)	Total Expenses and Profit Provision [(5) + (6)]	49.0%

(9) Permissible Loss+LAE Ratio [1.000 - (7)] 51.0%

78,657

14,693

	Ca	alendar Year
Data applied to calculate commission ratio:	2003	2004
AFHIC Arkansas Motorhome Written Premium	76,778	55,084
AFHIC Arkansas Motorhome Paid Commission	16,480	9,708
	•	

	Calendar Year					
Data applied to calculate taxes, licenses and fees:	2003	2004	2005			
AFHIC Arkansas Written Premium from all Lines of AS	7,211,864	7,694,387	8,924,851			
AFHIC Arkansas Taxes, licenses, and fees from all Lines of AS	247,770	250,923	285,390			

#### American Family Home Ins. Co.

State: Arkansas
Product: **Motorhome** 

Physical Damage Coverage

#### **Determination of Permissible Loss Ratio**

		Ca	alendar Year		Budget	
		2003	2004	2005	2006	Selected
(1)	Pre-Paid Commissions	21.5%	17.6%	18.7%		18.2%
(1a)	Contingent Commissions	1.9%	2.4%	3.7%	2.3%	2.3%
(2)	Other Acquisition Expense (Consolidated AMIG)	4.0%	5.0%	6.1%	6.4%	6.2%
(3)	General Expense (Consolidated AMIG)	10.6%	14.4%	14.9%	14.4%	14.7%
(4)	Taxes, Licenses and Fees	3.4%	3.3%	3.2%		3.3%
(5)	Reinsurance Expense (Consolidated AMIG)					0.5%
(6)	Total Expense					45.2%

	Profit Loading Provision		
(7a)	After Tax Return on Equity Goal	16.5%	
(7b)	Premium to Surplus Ratio	2.3:1	
(7c)	After Tax Return on Premium [(7a)/(7b)]	7.2%	
(7d)	After Tax Return Generated by Investment Income (Appendix A-10, Page 1)	2.4%	
(7e)	After Tax Return Needed from Underwriting Profit [(7c)-(7d)]	4.8%	
(7f)	Before Tax Return Needed from Underwriting Profit [(7e)/(1.000-0.35)]	7.3%	
(7)	Selected Profit Loading Provision		7.3%

(8)	Total Expenses and Profit Provision [(6) + (7)]	52.5%

(9) Permissible Loss+LAE Ratio [1.000 - (8)] 47.5%

Calendar Year

250,923

285,390

247,770

Data applied to calculate commission ratio:	2003	2004	2005
AFHIC Arkansas Motorhome Written Premium	76,778	55,084	78,657
AFHIC Arkansas Motorhome Paid Commission	16,480	9,708	14,693
	C	alendar Year	
Data applied to calculate taxes, licenses and fees:	2003	2004	2005
AFHIC Arkansas Written Premium from all Lines of AS	7 211 864	7 694 387	8 924 851

AFHIC Arkansas Taxes, licenses, and fees from all Lines of AS

Exhibit 9.2

Page 1

#### **Estimated Investment Earnings on Unearned Premium and Loss Reserves**

	Liability	Phys Dam
A. Unearned Premium Reserve		
(1) Direct Earned Premium for 2005	\$28,049,291	\$283,579,834
(2) Mean Unearned Premium Reserve Ratio	51.7%	52.0%
(3) Mean Unearned Premium Reserve (1) x (2)	\$14,493,993	\$147,474,575
(4) Deduction for Prepaid Expenses and Federal Taxes Payable		
(a) Commission	20.5%	20.5%
(b) 50% of Other Acquisition	3.1%	3.1%
(c) 50% of General Expenses	7.3%	7.3%
(d) Taxes, Licenses, and Fees	3.3%	3.3%
(e) Reinsurance Expense	0.5%	0.5%
(f) Subtotal	34.7%	34.7%
(g) Federal Taxes Payable	7.0%	7.0%
(4T) Total Deductions	41.7%	41.7%
(5) Unearned Premium Reserve Subject to Investment (3) x [1.0 - (4T)]	\$8,447,311	\$85,950,334
B. Delayed Remission of Premium (Agent's Balances)		
(1) Agent's Balance or Uncollected Premium to Unearned Premium		
(a) Average Agent's Balance	\$98,602,620	\$98,602,620
(b) Direct Unearned Premium 2005 (All Lines)	\$309,590,367	\$309,590,367
(c) Ratio (a) / (b)	31.8%	31.8%
(d) Direct Unearned Premium 2005 (ASLOB 19.1 & 19.2 & 21.1 Priv. Pass. Auto liability and PD)	\$12,098,687	\$154,618,061
(2) Delayed Remission (1c) x (1d)	\$3,853,357	\$49,244,898
C. Loss and Loss Adjustment Expense Reserve		
(1) Expected Loss and Loss Adjustment Expense Ratio	51.0%	47.5%
(2) Expected Losses and Loss Adjustment Expenses (A.1) x (C.1)	\$14,302,134	\$134,635,416
(3) Percent of Mean Loss & ALAE Reserves to Incurred Loss & ALAE		
(a) 2005 Mean Loss & ALAE Reserve to Incurred Loss & ALAE Ratio	128.6%	11.5%
(b) 2004 Mean Loss & ALAE Reserve to Incurred Loss & ALAE Ratio	116.5%	17.2%
(c) Average of Mean Loss Reserve to Incurred Loss Ratios 1/2 x [(a) + (b)]	122.6%	14.4%
(4) Expected Mean Loss Reserves (2) x (3c) x .958	\$16,797,077	\$18,519,474
D. Net Subject to Investment	\$21,391,031	\$55,224,910
(A.5) - (B.2) + (C.4)		
E. Before Tax Rate of Return	5.0%	5.0%
[(Appendix A-10, Page 3)]		
F. Average Rate of Return as a % of Direct Earned Premium	3.8%	1.0%
$[(D) \times (E)] / (A.1)]$		
G. Before Tax Investment Income Return (Including Surplus)	6.0%	3.1%
(F) + [(E) $x$ (1.0/Premium to Surplus Ratio)]		
H. After Tax Average Rate of Return as a Percent of Direct Earned Premium		
(1) Average Federal Tax Rate on Inv. Inc. (Appendix A-10, Page 2)	23.7%	23.7%
(2) After Tax Return Generated by Investment Income (G) x [1.0 - (H.1)]	4.6%	2.4%
(2) The Tax retain deficience by investment mediae (6) x [1.0 - (11.1)]	7.070	2.7/0

#### **Average Federal Tax Rate on Investment Income**

	(1)	(2)	(3)	(4)
	Investment Income 2003-2005 (A)	Allocation	Current Tax Rate (B)	Total Tax (2)x(3)
Bonds				
- Taxable	\$56,215,563	54.8%	35.0%	19.2%
- Tax Exempt Municipal	\$27,023,529	26.3%	5.3%	1.4%
Stocks				
- Acquired prior to 1987	\$0	0.0%	10.5%	0.0%
- Acquired after 1987	\$16,931,905	16.5%	14.2%	2.3%
Short-Term Investments	\$2,440,031	2.4%	35.0%	0.8%
Total	\$102,611,028	100.0%		23.7%

Notes:

- (A) From AMIG Annual Statement, Part 1.
- (B) Under the 1986 Tax Reform Act, 15% of formerly tax-exempt income from securities purchased after August 7, 1986 is now taxable. Thus the estimated effective tax rates in 2006 will be:

35.0%	Ordinary Income =
5.3%	Tax Exempt Municipal - 35.0% x 15.0% =
14.2%	Stock Dividends (Acquired after 1987) - 40.5% x 35.0% =
10.5%	Stock Dividends (Acquired before 1987) - 30.0% x 35.0% =

#### **Investment Income as a Percentage of Invested Assets**

1994	4.4%
1995	5.5%
1996	5.1%
1997	5.1%
1998	4.7%
1999	4.5%
2000	5.0%
2001	5.2%
2002	5.2%
2003	4.5%
2004	4.3%
2005	4.4%

Twelve Year Average	4.8%
Latest Six Year Average	4.8%
Latest Year	4.4%
Projected 2006 (12 Year Trend)	4.6%
Projected 2006 ( 6 Year Trend)	4.1%

#### Selected 2006 Rate of Return

Before Tax	5.0%
After Tax [(1-0.237) x 5%]	3.8%

# American Family Home Ins. Co. Travel Trailer Rate Level Indication Summary Arkansas

Proposed Effective Date: 7/1/2007

	(1)	(2)	(3)
			Credibility
	Premium in Force		Weighted
	As of:	Premium in Force	Indicated
Coverage	12/31/2006	Distribution	Rate Change
All Liability	2,077	1.6%	-0.1%
All Physical Damage	130,558	98.4%	52.5%
Total Premium in Force:	132,635		

Arkansas Indicated Rate Change: 51.6%

Exhibit 1

# American Family Home Ins. Co. Exhibit 1.2 Travel Trailer Rate Level Indication Summary Arkansas

Complement of Credibility Calculation for All Liability.

(1) Permissible Loss & LAE Ratio	0.468
(2) Proposed Renewal Effective Date	7/1/2007
(3) Effective Date of Current Rates	8/1/2006
(4) Time Period in years {(2)-(3)}/365	0.915
(5) Annual Premium Trend	0.00%
(6) Annual Loss Trend	4.17%
(7) Ann Loss Ratio Trend {[1 + (6)] / [1 + (5)]} - 1	4.17%
(8) Selected Trend Factor	1.038
(9) Trended Permissible Loss & LAE Ratio	0.486

# American Family Home Ins. Co. Exhibit 1.3 Travel Trailer Rate Level Indication Summary Arkansas

Complement of Credibility Calculation for All Physical Damage.

(1) Permissible Loss & LAE Ratio	0.468
(2) Proposed Renewal Effective Date	7/1/2007
(3) Effective Date of Current Rates	8/1/2006
(4) Time Period in years {(2)-(3)}/365	0.915
(5) Annual Premium Trend	-3.94%
(6) Annual Loss Trend	4.18%
(7) Ann Loss Ratio Trend {[1 + (6)] / [1 + (5)]} - 1	8.45%
(8) Selected Trend Factor	1.077
(9) Trended Permissible Loss & LAE Ratio	0.504

#### Exhibit 2.1

# American Family Home Ins. Co. Travel Trailer Rate Level Indication Summary Arkansas

Coverage: All Liability

	(1)	(2)	(3)	(4)	(5) Trended	(6)
			Curr Level		Current Level	
		Rate	Earned	Premium	Earned	
Accident	Earned	Level Adj	Premium	Trend	Premium	Earned
Year	Premium	Factor	(1)x(2)	Factor	(3)x(4)	Exposures
9/30/2004	2,580	1.000	2,580	1.000	2,580	8
9/30/2005	1,808	1.000	1,808	1.000	1,808	8
9/30/2006	1,854	1.000	1,854	1.000	1,854	7
	(7)	(8)	(9)	(10)	(11)	(12)
	Non-			Cat Adjusted		Incurred
	Catastrophe			Incurred	Loss+ALAE	Loss+ALAE
Accident	Incurred	Catastrophe	Catastrophe	Loss+ALAE	Trend	Development
Year	Loss+ALAE	Loss+ALAE	Factor	$\{(7)x(9)\}$	Factor	Factor
9/30/2004	0	0	1.000	0	1.188	0.997
9/30/2005	449	0	1.000	449	1.140	0.993
9/30/2006	120	0	1.000	120	1.095	1.109
	(13)	(14)	(15)	(16)	(17)	
	(1-7)	Trended	(1-)	(1-7)	()	
		Adjusted	Adjusted			
		Incurred	Loss+LAE	Accident	Reported	
Accident	ULAE	Loss+LAE	Ratio	Year	Claim	
Year	Factor	Prod{(10):(13)}	(14)/(5)	Weight	Counts	
9/30/2004	1.035	0	0.000	0.250	0	
9/30/2005	1.035	526	0.291	0.350	2	
9/30/2006	1.035	151	0.081	0.400	1	
Weighted Ex	perience Loss	& LAE Ratio			0.134	
Permissible	Loss & LAE R	atio			0.468	
Loss Ratio T	rend Factor				1.038	
Trended Per	missible Loss	Ratio used as	complement of	of credibility	0.486	
		ule, Full Credib	oility = 1084 CI	aim Counts)	0.053	
Credibility-W	eighted Loss	& LAE Ratio			0.467	
Credibility-W	eighted Indica	ated Rate Leve	l Change	•	-0.001	

#### Exhibit 2.2

# American Family Home Ins. Co. Travel Trailer Rate Level Indication Summary Arkansas

Coverage: All Physical Damage

	(1)	(2)	(3)	(4)	(5) Trended	(6)
			Curr Level		Current Level	
		Rate	Earned	Premium	Earned	
Accident	Earned	Level Adj	Premium	Trend	Premium	Earned
Year	Premium	Factor	(1)x(2)	Factor	(3)x(4)	Exposures
9/30/2004	105,518	1.658	174,963	0.845	147,757	353
9/30/2005	103,868	1.521	157,936	0.829	130,889	305
9/30/2006	109,169	1.208	131,913	0.914	120,514	313
	( <del></del> )	(0)	(0)	(40)	(4.4)	(40)
		(8)	(9)	, ,	(11)	(12)
				•	1	Incurred
A: -! t	•	0-44	0-11			Loss+ALAE
		•	•			•
						Factor
	•	•		•		1.000
		·		·		0.995
9/30/2006	95,514	46,605	1.109	105,881	1.100	1.007
	(13)	(14)	(15)	(16)	(17)	
	` ,	Trended	` ,	` ,	, ,	
		Adjusted	Adjusted			
		Incurred	Loss+LAE	Accident	Reported	
Accident	ULAE	Loss+LAE	Ratio	Year	Claim	
Year	Factor	Prod{(10):(13)}	(14)/(5)	Weight	Counts	
9/30/2004	1.035	162,783	1.102	0.250	36	
9/30/2005	1.035	203,657	1.556	0.350	22	
9/30/2006	1.035	121,373	1.007	0.400	34	
Weighted Ev	rnarianaa Laad				1 222	
•	•					
		allO				
		Ratio used on	complement of	of cradibility		
			•	•		
9/30/2006         109,169         1.208         131,913         0.914         120,514           9/30/2004         (7)         (8)         (9)         (10)         (11)         (1           Non-Catastrophe Catastrophe Year         Catastrophe Loss+ALAE         Incurred Loss+ALAE         Loss+ALAE         Loss+ALAE         Loss+ALAE         Trend Develor States           Year         Loss+ALAE         Loss+ALAE         Factor         {(7)x(9)}         Factor         Factor         Factor         1.176         Pactor         1.176 <td< td=""><td></td></td<>						
•	9/30/2005 156,263 5,199 1.109 173,39/30/2006 95,514 46,605 1.109 105,30/2006 (13) (14) (15) (16) Trended Adjusted Incurred Loss+LAE Accident ULAE Loss+LAE Ratio Year Factor Prod{(10):(13)} (14)/(5) Weighted 1.035 162,783 1.102 0.39/30/2004 1.035 162,783 1.102 0.39/30/2005 1.035 203,657 1.556 0.39/30/2006 1.035 121,373 1.007 0.3000 Weighted Experience Loss & LAE Ratio Permissible Loss & LAE Ratio Loss Ratio Trend Factor Trended Permissible Loss Ratio used as complement of credibility Credibility (Square Root Rule, Full Credibility = 1084 Claim Count Credibility-Weighted Loss & LAE Ratio					
Creaibility-W	reigniea inalca	ilea Kale Leve		0.525		

# American Family Home Ins. Co. Rate Level Adjustment Factors Arkansas

	Rate Impacts:				
Date	LIAB	COLL	COMP		
08/01/06	0.0%	1.8%	11.5%		
10/01/05	0.0%	9.8%	26.3%		
04/01/05	0.0%	7.4%	23.5%		
12/01/03	0.0%	10.4%	10.4%		
10/15/01	0.0%	0.0%	0.0%		

	Earned Prem	iums:	
Date	LIAB	COLL	COMP
9/30/200	2,580	36,008	69,510
9/30/200	1,808	35,788	68,079
9/30/200	1,854	34,830	74,339

	Rate Level Ac	Rate Level Adjustment Factors:							
Date	LIAB	COLL	COMP						
9/30/2004	1.000	1.280	1.854						
9/30/2005	1.000	1.191	1.694						
9/30/2006	1.000	1.074	1.271						

	Current Level	Current Level Earned Premiums:						
Date	LIAB	COLL	COMP					
9/30/2004	2,580	46,073	128,889					
9/30/2005	1,808	42,636	115,300					
9/30/2006	1,854	37,410	94,503					

# American Family Home Ins. Co. Travel Trailer Arkansas

Exhibit 4

	Earned	
Year Ending:	Exposures:	CLEP:
09/30/02	159	70,493
09/30/03	328	148,675
09/30/04	353	174,963
09/30/05	305	157,936
09/30/06	313	131,913
Total:	1,458	683,980

	Average	Current	Fitted	Premium
	Earned	Amount	Exponential	Trend
Acc Year	Relativity	Factor	Curve	Factor *
9/30/2002	442	0.976	N/A	0.892
9/30/2003	454	0.964	N/A	0.881
9/30/2004	496	0.924	517.140	0.845
9/30/2005	517	0.907	476.432	0.829
9/30/2006	421	1.000	438.928	0.914

Annual Rate of Change: -3.9%
Trend Period Begins: 30-Sep-05
Trend Period Ends: 30-Dec-07
Projection Period (Years): 2.25
Premium Projection Factor: 0.914

#### Exhibit 5

# American Family Home Ins. Co. Travel Trailer Average Catastrophe Factor

(Using American Modern Insurance Data)
For Physical Damage
Arkansas

	Non-		
	Catrastrophe	Catrastrophe	Catastrophe
Accident	Losses	Losses	Ratio
Year	(1)	(2)	(2)/(1)
1995	0	0	0.000
1996	0	0	0.000
1997	0	0	0.000
1998	0	0	0.000
1999	0	0	0.000
2000	0	0	0.000
2001	100	0	0.000
2002	64,432	0	0.000
2003	125,003	2,978	0.024
2004	121,985	3,228	0.026
2005	133,221	5,199	0.039
2006	89.706	46.605	0.520

Weighted Average: 0.109 Selected Catastrophe Factor: 1.109 American Family Home Ins. Co. Exhibit 6.1

**Program: Travel Trailer** 

U.S. Dept. of Labor - Bureau of Labor Statistics

**Consumer Price Index -- Medical Costs** 

## **Current Cost Factors**

				Loss+ALAE
12 Months	Average			Trend
Ending	CPI	Current Cost fac	Factors *	
9/30/2004	306.8	337.7 / 306.8 =	1.101	1.188
9/30/2005	319.9	337.7 / 319.9 =	1.056	1.140
9/30/2006	333.1	337.7 / 333.1 =	1.014	1.095

Average Value of the Latest Quarter = 337.7

The Latest Quarter = 3 rd quarter of 2006

### **Trended Cost Factors**

Year	Quarter Ending	Average CPI	Exponential 8 Point			
2004	December	314.1	314.9			
2005	March	318.9	318.2			
2005	June	322.2	321.4			
2005	September	324.2	324.7			
2005	December	327.6	328.1			
2006	March	331.8	331.4			
2006	June	335.4	334.8			
2006	September	337.7	338.3			
	Quarterly Trend =					
	7	<b>-</b>				
	Trend Period	J	6/30/2008			
			1.88			
	Trended Cos	,	1.080			
2006 2006	December March June September  Quarterly Tre Annual Trend Trend Period Trend Period Trended Per	331.8 335.4 337.7 end = d = d Begins: d Ends: iod (Years)	331.4 334.8 338.3 1.0% 4.2% 8/15/2006 6/30/2008 1.88			

<sup>\*</sup> Loss Trend Factor = Current Cost Factor X Trended Cost Factor

American Family Home Ins. Co.

**Program: Travel Trailer** 

U.S. Dept. of Labor - Bureau of Labor Statistics
Producer Price Index -- Industry Data for Travel Trailers

## **Current Cost Factors**

				Loss+ALAE
12 Months	Average			Trend
Ending	CPI	Current Cost fac	Factors *	
9/30/2004	139.7	152.1 / 139.7 =	1.089	1.176
9/30/2005	143.9	152.1 / 143.9 =	1.057	1.141
9/30/2006	149.3	152.1 / 149.3 =	1.019	1.100

Exhibit 6.2

Average Value of the Latest Quarter = 152.1

The Latest Quarter = 3 rd quarter of 2006

### **Trended Cost Factors**

Year	Quarter Ending	Average CPI	Exponential 8 Point
2004	December	141.6	140.5
2005	March	142.5	142.1
2005	June	144.9	143.7
2005	September	146.6	145.3
2005	December	147.1	146.9
2006	March	148.3	148.5
2006	June	149.7	150.1
2006	September	151.7	
	Quartely Tre Annual Tren Trend Period Trend Period Trended Per Trended Cos	d = d Begins: d Ends: iod (Years)	1.0% 4.2% 8/15/2006 6/30/2008 1.88 1.080

<sup>\*</sup> Loss Trend Factor = Current Cost Factor X Trended Cost Factor

#REF!

American Family Home Ins. Co. Loss + ALAE Development Factors

Motorhome and Travel Trailer

All Liability Coverages
Countrywide Consolidated American Modern Insurance Group Data

#### Cumulative Incurred Loss + ALAE Development

#### Accident Quarter\Ag

				12	15	18	21	24	27	30	33	36	39	42	45	48	51	54	57	60	63	66	69	72
1Q2001	127,278	107,922	132,100	130,827	135,713	136,303	138,913	129,677	119,677	119,677	119,677	124,177	124,177	124,177	130,432	128,813	128,833	128,833	128,833	128,833	128,813	128,813	128,813	128,813
2Q2001	54,847	92,622	266,970	331,879	332,284	316,225	336,857	336,857	329,407	457,947	458,329	458,329	451,415	446,615	446,615	475,245	475,245	472,745	486,202	486,202	486,202	486,202	486,108	
3Q2001	391,835	585,354	461,409	536,037	464,680	690,257	897,460	874,460	825,838	942,455	952,553	952,653	906,489	912,480	912,480	912,480	912,480	912,129	912,129	895,220	901,356	901,468		
4Q2001	437,758	500,616	495,982	243,061	259,276	279,241	279,241	187,865	362,943	382,943	293,732	277,121	193,692	220,071	195,875	195,875	195,875	195,875	195,875	195,875	195,875			
1Q2002	97,756	198,411	226,873	209,682	304,732	301,052	305,781	334,729	502,729	549,021	408,736	378,464	354,303	354,423	354,423	354,423	354,423	329,423	329,423	329,423				
2Q2002	135,298	210,994	217,807	338,873	351,674	632,684	688,642	622,425	717,823	482,548	471,974	471,974	496,974	476,974	469,826	469,826	469,826	469,826	469,826					
3Q2002	281,599	296,602	345,466	540,913	566,401	762,000	738,258	749,615	650,015	605,979	606,019	603,126	603,126	603,126	606,911	606,911	606,911	606,911						
4Q2002	233,145	282,397	168,282	199,778	330,420	358,362	375,862	486,457	454,052	428,841	446,893	430,139	413,793	413,793	413,793	413,793	413,793							
1Q2003	97,303	112,594	125,602	167,181	205,990	206,090	197,559	197,539	197,539	197,539	197,659	197,659	197,659	198,976	198,976	197,659								
2Q2003	147,575	205,645	203,627	442,178	505,944	477,879	713,817	726,892	735,180	785,319	760,319	749,990	682,208	682,208	686,646									
3Q2003	327,891	530,521	830,095	970,213	887,072	931,310	1,002,082	962,717	921,198	911,551	908,937	953,654	953,274	950,305										
4Q2003	131,838	744,051	710,419	723,315	724,695	706,808	764,991	779,983	744,733	692,232	675,119	675,119	675,119											
1Q2004	209,768	231,711	235,130	223,547	213,038	210,038	183,862	183,862	178,362	164,673	188,241	188,241												
2Q2004	478,380	501,690	488,951	522,592	586,000	618,070	696,615	970,845		1,056,837	992,275													
3Q2004	951,885	1,053,898	1,442,877	1,405,019	1,371,209	1,208,432	1,204,869		1,256,309	1,161,931														
4Q2004	773,033	780,161	656,261	589,804	591,822	581,737	586,635	586,615	586,753															
1Q2005	306,090	303,708	324,196	306,712	287,452	284,175	211,309	231,585																
2Q2005	238,483	260,762	245,370	247,886	248,540	244,790	246,734																	
3Q2005	577,782	987,259	1,138,002	1,122,358	1,068,619	1,264,078																		
4Q2005	204,781	207,648	233,959	226,620	795,020																			
1Q2006	105,000	109,833	155,635	127,566																				
2Q2006	243,023	368,952	336,932																					
3Q2006	812,149	855,943																						
4Q2006	238,345																							

#### **Historical Development Factors**

# Accident

Quarter\Ag																							
e	3 to 6	6 to 9	9 to 12	12 to 15	15 to 18	18 to 21	21 to 24	24 to 27	27 to 30	30 to 33	33 to 36	36 to 39	39 to 42	42 to 45	45 to 48	48 to 51	51 to 54	54 to 57	57 to 60	60 to 63	63 to 66	66 to 69	69 to 72
1Q2001	0.848	1.224	0.990	1.037	1.004	1.019	0.934	0.923	1.000	1.000	1.038	1.000	1.000	1.050	0.988	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
2Q2001	1.689	2.882	1.243	1.001	0.952	1.065	1.000	0.978	1.390	1.001	1.000	0.985	0.989	1.000	1.064	1.000	0.995	1.028	1.000	1.000	1.000	1.000	
3Q2001	1.494	0.788	1.162	0.867	1.485	1.300	0.974	0.944	1.141	1.011	1.000	0.952	1.007	1.000	1.000	1.000	1.000	1.000	0.981	1.007	1.000		
4Q2001	1.144	0.991	0.490	1.067	1.077	1.000	0.673	1.932	1.055	0.767	0.943	0.699	1.136	0.890	1.000	1.000	1.000	1.000	1.000	1.000			
1Q2002	2.030	1.143	0.924	1.453	0.988	1.016	1.095	1.502	1.092	0.744	0.926	0.936	1.000	1.000	1.000	1.000	0.929	1.000	1.000				
2Q2002	1.559	1.032	1.556	1.038	1.799	1.088	0.904	1.153	0.672	0.978	1.000	1.053	0.960	0.985	1.000	1.000	1.000	1.000					
3Q2002	1.053	1.165	1.566	1.047	1.345	0.969	1.015	0.867	0.932	1.000	0.995	1.000	1.000	1.006	1.000	1.000	1.000						
4Q2002	1.211	0.596	1.187	1.654	1.085	1.049	1.294	0.933	0.944	1.042	0.963	0.962	1.000	1.000	1.000	1.000							
1Q2003	1.157	1.116	1.331	1.232	1.000	0.959	1.000	1.000	1.000	1.001	1.000	1.000	1.007	1.000	0.993								
2Q2003	1.393	0.990	2.172	1.144	0.945	1.494	1.018	1.011	1.068	0.968	0.986	0.910	1.000	1.007									
3Q2003	1.618	1.565	1.169	0.914	1.050	1.076	0.961	0.957	0.990	0.997	1.049	1.000	0.997										
4Q2003	5.644	0.955	1.018	1.002	0.975	1.082	1.020	0.955	0.930	0.975	1.000	1.000											
1Q2004	1.105	1.015	0.951	0.953	0.986	0.875	1.000	0.970	0.923	1.143	1.000												
2Q2004	1.049	0.975	1.069	1.121	1.055	1.127	1.394	1.054	1.033	0.939													
3Q2004	1.107	1.369	0.974	0.976	0.881	0.997	1.045	0.998	0.925														
4Q2004	1.009	0.841	0.899	1.003	0.983	1.008	1.000	1.000															
1Q2005	0.992	1.067	0.946	0.937	0.989	0.744	1.096																
2Q2005	1.093	0.941	1.010	1.003	0.985	1.008																	
3Q2005	1.709	1.153	0.986	0.952	1.183																		
4Q2005	1.014	1.127	0.969	3.508																			
1Q2006	1.046	1.417	0.820																				
2Q2006	1.518	0.913																					
3Q2006	1.054																						

#### American Family Home Ins. Co.

Loss + ALAE Development Factors **Motorhome and Travel Trailer** 

All Liability Coverages
Countrywide Consolidated American Modern Insurance Group Data

#### Indicated Age-to-Age Factors

	3 to 6	6 to 9	9 to 12	12 to 15	15 to 18	18 to 21	21 to 24	24 to 27	27 to 30	30 to 33	33 to 36	36 to 39	39 to 42	42 to 45	45 to 48	48 to 51	51 to 54	54 to 57	57 to 60	60 to 63	63 to 66	66 to 69	69 to 72
-	Wtd Avera	ages																					
All Qtrs	1.294	1.089	1.055	1.079	1.082	1.070	1.032	1.023	0.991	0.962	0.996	0.965	1.001	0.996	1.007	1.000	0.991	1.005	0.992	1.004	1.000	1.000	1.000
4 Point	1.130	1.114	0.973	1.261	1.081	0.970	1.129	1.015	0.960	0.979	1.014	0.974	0.999	1.004	0.999	1.000	0.985	1.000	0.991	1.004			
8 Point	1.188	1.113	0.971	1.111	1.005	1.023	1.063	0.996	0.980	0.986	1.003	0.981	1.001	0.994	1.008	1.000							
12 Point	1.273	1.118	1.037	1.077	1.010	1.051	1.053	1.014	0.958	0.959	0.995	0.965											
Avg (4,8)	1.159	1.114	0.972	1.186	1.043	0.997	1.096	1.005	0.970	0.982	1.009	0.977	1.000	0.999	1.003	1.000							
I																							
<u>نے</u>	Arithmetic		_																				
All Qtrs	1.458	1.148	1.116	1.196	1.093	1.049	1.025	1.074	1.006	0.969	0.992	0.958	1.009	0.994	1.005	1.000	0.989	1.005	0.996	1.002	1.000	1.000	1.000
4 Point	1.158	1.152	0.946	1.600	1.035	0.939	1.134	1.005	0.953	1.014	1.009	0.977	1.001	1.003	0.998	1.000	0.982	1.000	0.995	1.002			
8 Point	1.179	1.104	0.959	1.307	1.005	0.990	1.067	0.993	0.977	1.008	0.999	0.983	1.012	0.986	1.007	1.000							
12 Point	1.528	1.111	1.082	1.229	1.010	1.032	1.062	1.033	0.964	0.964	0.989	0.958											
8 Pt H/L	1.122	1.095	0.964	1.001	0.995	1.008	1.030	0.989	0.970	0.997	0.997	0.983	1.001	0.999	1.000	1.000							
12 Pt H/L	1.170	1.093	0.999	1.032	1.005	1.015	1.045	1.003	0.980	0.968	0.989	0.974											
_	Geometric	: Average	<u>s</u>																				
All Qtrs	1.320	1.094	1.072	1.126	1.075	1.038	1.014	1.050	0.996	0.964	0.992	0.954	1.008	0.993	1.005	1.000	0.989	1.005	0.996	1.002	1.000	1.000	1.000
4 Point	1.141	1.139	0.943	1.331	1.032	0.932	1.124	1.005	0.952	1.011	1.009	0.976	1.001	1.003	0.998	1.000	0.982	1.000	0.995	1.002			
8 Point	1.155	1.087	0.956	1.160	1.001	0.982	1.060	0.993	0.975	1.007	0.999	0.982	1.011	0.985	1.007	1.000							
12 Point	1.299	1.092	1.046	1.128	1.007	1.019	1.055	1.023	0.957	0.958	0.988	0.954											

#### **Selected Factors**

Selection:																							
	3 to 6	6 to 9	9 to 12	12 to 15	15 to 18	18 to 21	21 to 24	24 to 27	27 to 30	30 to 33	33 to 36	36 to 39	39 to 42	42 to 45	45 to 48	48 to 51	51 to 54	54 to 57	57 to 60	60 to 63	63 to 66	66 to 69	69 to Ult
Age-to-																							
Age																							
Factors	1.365	1.003	0.973	1.099	1.050	0.948	1.112	1.019	0.951	0.983	1.012	0.994	0.988	1.007	1.006	0.983	1.013	1.002	0.999	1.002	1.000	1.000	1.000
	3-Ult	6-Ult	9-Ult	12-Ult	15-Ult	18-Ult	21-Ult	24-Ult	27-Ult	30-Ult	33-Ult	36-Ult	39-Ult	42-Ult	45-Ult	48-Ult	51-Ult	54-Ult	57-Ult	60-Ult	63-Ult	66-Ult	69-Ult
Quarterly																							
Age-to-																							
Ult																							
Factors	1.551	1.136	1.133	1.165	1.060	1.010	1.065	0.957	0.939	0.988	1.005	0.994	1.000	1.012	1.005	0.999	1.016	1.003	1.001	1.002	1.000	1.000	1.000
	12-Ult	15-Ult	18-Ult	21-Ult	24-Ult	27-Ult	30-Ult	33-Ult	36-Ult	39-Ult	42-Ult	45-Ult	48-Ult	51-Ult	54-Ult	57-Ult	60-Ult	63-Ult	66-Ult	69-Ult			
Wtd																							
Annual																							
Age-to-																							
Ult																							
Factors	1.202	1.109	1.050	1.040	1.026	0.993	0.981	0.982	0.985	0.997	1.006	1.006	1.006	1.010	1.006	1.005	1.005	1.002	1.001	1.000			

Loss + ALAE Development Factors
Motorhome and Travel Trailer
All Physical Damage Coverages
Countrywide Consolidated American Modern Insurance Group Data

#### Cumulative Incurred Loss + ALAE Development

#### Accident Quarter\A

ge	3	6	9	12	15	18	21	24	27	30	33	36	39	42	45	48	51	54	57	60
1Q2002	1,563,671	1,959,789	2,123,093	2,160,648	2,308,462	2,370,209	2,338,447	2,380,858	2,376,168	2,378,607	2,379,465	2,314,368	2,306,785	2,300,818	2,300,818	2,300,818	2,300,818	2,300,818	2,300,818	2,300,818
2Q2002	2,052,956	2,846,121	2,809,204	2,717,487	2,746,343	2,775,527	2,753,173	2,745,932	2,808,055	2,811,736	2,827,853	2,823,488	2,834,246	2,832,407	2,832,407	2,835,364	2,835,364	2,831,292	2,831,367	
3Q2002	3,838,322	4,360,090	4,364,459	4,352,132	4,111,833	4,091,427	4,093,555	4,094,291	4,084,745	4,089,414	4,091,834	4,008,303	4,008,692	4,008,916	4,009,500	4,009,480	4,009,480	4,009,480		
4Q2002	2,016,565	2,299,770	2,332,936	2,324,030	2,335,503	2,338,033	2,327,958	2,325,894	2,326,522	2,328,666	2,328,614	2,328,614	2,327,893	2,327,893	2,327,893	2,325,111	2,325,111			
1Q2003	2,053,226	2,188,457	2,219,241	2,233,242	2,260,400	2,268,228	2,270,669	2,257,122	2,260,062	2,261,215	2,261,215	2,253,396	2,255,170	2,256,753	2,259,399	2,259,379				
2Q2003	3,649,369	3,892,444	3,866,411	3,871,013	3,846,522	3,839,563	3,815,676	3,797,485	3,821,506	3,805,968	3,806,385	3,806,345	3,781,967	3,781,927	3,781,927					
3Q2003	3,944,099	4,460,382	4,331,969	4,362,319	4,371,671	4,379,784	4,367,400	4,373,125	4,372,975	4,372,775	4,373,945	4,375,733	4,384,242	4,379,564						
4Q2003	2,653,126	2,972,669	2,985,502	2,942,309	2,930,700	2,958,754	2,929,289	2,930,003	2,928,757	2,928,757	2,928,717	2,925,766	2,925,766							
1Q2004	2,141,633	2,261,769	2,234,839	2,221,279	2,210,782	2,224,846	2,221,277	2,211,955	2,212,384	2,215,484	2,210,365	2,210,640								
2Q2004	3,507,599	3,850,712	3,875,401	3,968,618	4,018,941	3,925,805	3,897,083	3,953,945	3,917,664	3,919,164	3,914,035									
3Q2004	5,067,033	6,079,799	6,148,961	6,149,273	6,117,756	6,110,720	6,097,062	6,092,767	6,092,767	6,075,336										
4Q2004	2,684,923	2,933,192	2,862,897	2,896,363	2,786,718	2,780,528	2,726,044	2,725,624	2,725,992											
1Q2005	2,616,859	2,846,338	2,920,708	2,677,726	2,570,097	2,548,183	2,520,926	2,511,648												
2Q2005	3,602,439	3,838,960	3,723,575	3,522,978	3,571,265	3,578,291	3,551,703													
3Q2005	4,685,426	5,853,191	5,727,403	5,744,852	5,851,967	5,836,849														
4Q2005	3,827,666	4,189,479	4,071,788	4,125,764	4,102,668															
1Q2006	2,147,130	2,192,073	2,126,415	2,114,041																
2Q2006	3,750,392	4,099,806	4,075,201																	
3Q2006	4,617,567	4,623,145																		
4Q2006	3,592,364																			

#### **Historical Development Factors**

#### Accident Quarter\A

Quarter\A																			
ge	3 to 6	6 to 9	9 to 12	12 to 15	15 to 18	18 to 21	21 to 24	24 to 27	27 to 30	30 to 33	33 to 36	36 to 39	39 to 42	42 to 45	45 to 48	48 to 51	51 to 54	54 to 57	57 to 60
1Q2002	1.253	1.083	1.018	1.068	1.027	0.987	1.018	0.998	1.001	1.000	0.973	0.997	0.997	1.000	1.000	1.000	1.000	1.000	1.000
2Q2002	1.386	0.987	0.967	1.011	1.011	0.992	0.997	1.023	1.001	1.006	0.998	1.004	0.999	1.000	1.001	1.000	0.999	1.000	
3Q2002	1.136	1.001	0.997	0.945	0.995	1.001	1.000	0.998	1.001	1.001	0.980	1.000	1.000	1.000	1.000	1.000	1.000		
4Q2002	1.140	1.014	0.996	1.005	1.001	0.996	0.999	1.000	1.001	1.000	1.000	1.000	1.000	1.000	0.999	1.000			
1Q2003	1.066	1.014	1.006	1.012	1.003	1.001	0.994	1.001	1.001	1.000	0.997	1.001	1.001	1.001	1.000				
2Q2003	1.067	0.993	1.001	0.994	0.998	0.994	0.995	1.006	0.996	1.000	1.000	0.994	1.000	1.000					
3Q2003	1.131	0.971	1.007	1.002	1.002	0.997	1.001	1.000	1.000	1.000	1.000	1.002	0.999						
4Q2003	1.120	1.004	0.986	0.996	1.010	0.990	1.000	1.000	1.000	1.000	0.999	1.000							
1Q2004	1.056	0.988	0.994	0.995	1.006	0.998	0.996	1.000	1.001	0.998	1.000								
2Q2004	1.098	1.006	1.024	1.013	0.977	0.993	1.015	0.991	1.000	0.999									
3Q2004	1.200	1.011	1.000	0.995	0.999	0.998	0.999	1.000	0.997										
4Q2004	1.092	0.976	1.012	0.962	0.998	0.980	1.000	1.000											
1Q2005	1.088	1.026	0.917	0.960	0.991	0.989	0.996												
2Q2005	1.066	0.970	0.946	1.014	1.002	0.993													
3Q2005	1.249	0.979	1.003	1.019	0.997														
4Q2005	1.095	0.972	1.013	0.994															
1Q2006	1.021	0.970	0.994																
2Q2006	1.093	0.994																	
3Q2006	1.001																		
•																			

American Family Home Ins. Co. Loss + ALAE Development Factors Motorhome and Travel Trailer
All Physical Damage Coverages
Countrywide Consolidated American Modern Insurance Group Data

#### Indicated Age-to-Age Factors

	3 to 6	6 to 9	9 to 12	12 to 15	15 to 18	18 to 21	21 to 24	24 to 27	27 to 30	30 to 33	33 to 36	36 to 39	39 to 42	42 to 45	45 to 48	48 to 51	51 to 54	54 to 57	57 to 60
_	Wtd Avera	ages																	-
All Qtrs	1.121	0.995	0.994	0.998	1.000	0.994	1.001	1.001	1.000	1.000	0.994	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
4 Point	1.053	0.980	0.991	1.002	0.998	0.992	1.003	0.998	0.999	0.999	1.000	0.999	1.000	1.000	1.000	1.000			
8 Point	1.095	0.988	0.992	0.998	0.997	0.993	1.001	1.000	0.999	1.000	0.996	1.000							
12 Point	1.107	0.989	0.994	0.998	0.998	0.995	1.000	1.001											
Avg (4,8)	1.074	0.984	0.991	1.000	0.997	0.992	1.002	0.999	0.999	1.000	0.998	0.999							
	Arithmetic	: Average	<u>s</u>																
All Qtrs	1.124	0.998	0.993	0.999	1.001	0.993	1.001	1.001	1.000	1.000	0.994	1.000	0.999	1.000	1.000	1.000	1.000	1.000	1.000
4 Point	1.052	0.979	0.989	0.997	0.997	0.990	1.003	0.998	1.000	0.999	1.000	0.999	1.000	1.000	1.000	1.000			
8 Point	1.088	0.987	0.989	0.994	0.998	0.992	1.000	1.000	1.000	1.000	0.997	1.000							
12 Point	1.098	0.989	0.991	0.996	0.999	0.994	0.999	1.001											
8 Pt H/L	1.076	0.984	0.995	0.996	0.999	0.993	0.999	1.000	1.000	1.000	0.999	1.000							
12 Pt H/L	1.093	0.987	0.996	0.998	1.000	0.995	0.998	1.000											
_	Geometric	: Average	<u>s</u>																
All Qtrs	1.121	0.997	0.993	0.999	1.001	0.993	1.001	1.001	1.000	1.000	0.994	1.000	0.999	1.000	1.000	1.000	1.000	1.000	1.000
4 Point	1.052	0.979	0.989	0.996	0.997	0.990	1.002	0.998	1.000	0.999	1.000	0.999	1.000	1.000	1.000	1.000			
8 Point	1.086	0.987	0.988	0.994	0.997	0.992	1.000	1.000	1.000	1.000	0.997	1.000							
12 Point	1.096	0.989	0.991	0.996	0.999	0.994	0.999	1.001											

#### Selected Factors

#### Selection:

3 to 6	6 to 9	9 to 12	12 to 15	15 to 18	18 to 21	21 to 24	24 to 27	27 to 30	30 to 33	33 to 36	36 to 39	39 to 42	42 to 45	45 to 48	48 to 51	51 to 54	54 to 57	57 to Ult
1.009	1.039	1.000	1.009	0.997	0.994	0.997	1.005	0.995	1.003	0.996	1.002	1.000	1.000	1.000	1.000	1.000	1.000	1.000
3-Ult	6-Ult	9-Ult	12-Ult	15-Ult	18-Ult	21-Ult	24-Ult	27-Ult	30-Ult	33-Ult	36-Ult	39-Ult	42-Ult	45-Ult	48-Ult	51-Ult	54-Ult	57-Ult
1.045	1.036	0.997	0.998	0.988	0.991	0.998	1.000	0.996	1.001	0.997	1.002	1.000	1.000	1.000	1.000	1.000	1.000	1.000
12-Ult	15-Ult	18-Ult	21-Ult	24-Ult	27-Ult	30-Ult	33-Ult	36-Ult	39-Ult	42-Ult	45-Ult	48-Ult	51-Ult	54-Ult	57-Ult			
	1.009 3-Ult	1.009 1.039  3-Ult 6-Ult  1.045 1.036	1.009 1.039 1.000  3-Uit 6-Uit 9-Uit  1.045 1.036 0.997	1.009 1.039 1.000 1.009  3-Ult 6-Ult 9-Ult 12-Ult  1.045 1.036 0.997 0.998	1.009         1.039         1.000         1.009         0.997           3-Ult         6-Ult         9-Ult         12-Ult         15-Ult           1.045         1.036         0.997         0.998         0.988	1.009         1.039         1.000         1.009         0.997         0.994           3-Ult         6-Ult         9-Ult         12-Ult         15-Ult         18-Ult           1.045         1.036         0.997         0.998         0.988         0.991	1.009         1.039         1.000         1.009         0.997         0.994         0.997           3-Ult         6-Ult         9-Ult         12-Ult         15-Ult         18-Ult         21-Ult           1.045         1.036         0.997         0.998         0.988         0.991         0.998	1.009         1.039         1.000         1.009         0.997         0.994         0.997         1.005           3-Ult         6-Ult         9-Ult         12-Ult         15-Ult         18-Ult         21-Ult         24-Ult           1.045         1.036         0.997         0.998         0.988         0.991         0.998         1.000	1.009         1.039         1.000         1.009         0.997         0.994         0.997         1.005         0.995           3-Ult         6-Ult         9-Ult         12-Ult         15-Ult         18-Ult         21-Ult         24-Ult         27-Ult           1.045         1.036         0.997         0.998         0.988         0.991         0.998         1.000         0.996	1.009         1.039         1.000         1.009         0.997         0.994         0.997         1.005         0.995         1.003           3-Ult         6-Ult         9-Ult         12-Ult         15-Ult         18-Ult         21-Ult         24-Ult         27-Ult         30-Ult           1.045         1.036         0.997         0.998         0.988         0.991         0.998         1.000         0.996         1.001	1.009         1.039         1.000         1.009         0.997         0.994         0.997         1.005         0.995         1.003         0.996           3-Ult         6-Ult         9-Ult         12-Ult         15-Ult         18-Ult         21-Ult         24-Ult         27-Ult         30-Ult         33-Ult           1.045         1.036         0.997         0.998         0.988         0.991         0.998         1.000         0.996         1.001         0.997	1.009         1.039         1.000         1.009         0.997         0.994         0.997         1.005         0.995         1.003         0.996         1.002           3-Ult         6-Ult         9-Ult         12-Ult         18-Ult         21-Ult         24-Ult         27-Ult         30-Ult         33-Ult         36-Ult           1.045         1.036         0.997         0.998         0.988         0.991         0.998         1.000         0.996         1.001         0.997         1.002	1.009         1.039         1.000         1.009         0.997         0.994         0.997         1.005         0.995         1.003         0.996         1.002         1.000           3-Ult         6-Ult         9-Ult         12-Ult         15-Ult         18-Ult         21-Ult         24-Ult         27-Ult         30-Ult         33-Ult         36-Ult         39-Ult           1.045         1.036         0.997         0.998         0.988         0.991         0.998         1.000         0.996         1.001         0.997         1.002         1.000	1.009         1.039         1.000         1.009         0.997         0.994         0.997         1.005         0.995         1.003         0.996         1.002         1.000         1.000           3-Ult         6-Ult         9-Ult         12-Ult         15-Ult         18-Ult         21-Ult         24-Ult         27-Ult         30-Ult         33-Ult         36-Ult         39-Ult         42-Ult           1.045         1.036         0.997         0.998         0.988         0.991         0.998         1.000         0.996         1.001         0.997         1.002         1.000         1.000	1.009         1.039         1.000         1.009         0.997         0.994         0.997         1.005         0.995         1.003         0.996         1.002         1.000         1.000         1.000           3-Ult         6-Ult         9-Ult         12-Ult         15-Ult         18-Ult         21-Ult         24-Ult         27-Ult         30-Ult         33-Ult         36-Ult         39-Ult         42-Ult         45-Ult           1.045         1.036         0.997         0.998         0.988         0.991         0.998         1.000         0.996         1.001         0.997         1.002         1.000         1.000         1.000	1.009         1.039         1.000         1.009         0.997         0.994         0.997         1.005         0.995         1.003         0.996         1.002         1.000         1.000         1.000         1.000           3-Ult         6-Ult         9-Ult         12-Ult         15-Ult         18-Ult         21-Ult         24-Ult         27-Ult         30-Ult         33-Ult         36-Ult         39-Ult         42-Ult         45-Ult         48-Ult           1.045         1.036         0.997         0.998         0.988         0.991         0.998         1.000         0.996         1.001         0.997         1.002         1.000         1.000         1.000	1.009       1.039       1.000       1.000       1.009       0.997       0.994       0.997       1.005       0.995       1.003       0.996       1.002       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000       1.000 <th< th=""><th>1.009         1.039         1.000         1.009         0.997         0.994         0.997         1.005         0.995         1.003         0.996         1.002         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         <th< th=""></th<></th></th<>	1.009         1.039         1.000         1.009         0.997         0.994         0.997         1.005         0.995         1.003         0.996         1.002         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000         1.000 <th< th=""></th<>

## American Family Home Ins. Co. Arkansas

### **Calculation of ULAE Factor**

Ratio to Incurred Loss+ALAE

### Consolidated American Modern Insurance Group Data

Calendar Year	2005	2004	2003
ULAE Incurred	13,597,575	14,164,401	9,789,489
Loss+ALAE Incurred	405,505,527	324,486,163	349,069,977
Ratio to Incurred Loss+ALAE	3.4%	4.4%	2.8%
3 Year Average	3.5%		

Selected ULAE Factor: 1.035

#### American Family Home Ins. Co.

Exhibit 9

State: Arkansas
Product: **Travel Trailer** 

#### **Determination of Permissible Loss Ratio**

		C	alendar Year		Budget	
		2003	2004	2005	2006	Selected
(1)	Pre-Paid Commissions	20.3%	18.4%	19.1%		18.7%
(1a)	Contingent Commissions	1.9%	2.4%	3.7%	2.3%	2.3%
(2)	Other Acquisition Expense (Consolidated AMIG)	4.0%	5.1%	5.9%	6.4%	6.2%
(3)	General Expense (Consolidated AMIG)	12.2%	14.5%	14.9%	14.4%	14.7%
(4)	Taxes, Licenses and Fees	3.4%	3.3%	3.2%		3.3%
(5)	Reinsurance Expense (Consolidated AMIG)					0.7%
(6)	Total Expense					45.9%
	Profit Loading P	rovision				
(7a)	After Tax Return on Equity Goal			16.5%		
(7b)	Premium to Surplus Ratio			2.3:1		
(7c)	After Tax Return on Premium [(7a)/(7b)]			7.2%		

	Profit Loading Provision								
(7a)	After Tax Return on Equity Goal	16.5%							
(7b)	Premium to Surplus Ratio	2.3:1							
(7c)	After Tax Return on Premium [(7a)/(7b)]	7.2%							
(7d)	After Tax Return Generated by Investment Income (Appendix A-10, Page 1)	2.4%							
(7e)	After Tax Return Needed from Underwriting Profit [(7c)-(7d)]	4.8%							
(7f)	Before Tax Return Needed from Underwriting Profit [(7e)/(1.000-0.35)]	7.4%							
(7)	Selected Profit Loading Provision		7.4%						

(8)	Total Expenses and Profit Provision [(6) + (7)]	53.2%

(9) Permissible Loss+LAE Ratio [1.000 - (8)] 46.8%

247,770

250,923

285,390

	C	alendar Year	
Data applied to calculate commission ratio:	2003	2004	2005
AFHIC Arkansas Travel Trailer Written Premium	109,010	105,167	99,394
AFHIC Arkansas Travel Trailer Paid Commission	22,086	19,301	19,018
	C	alendar Year	
Data applied to calculate taxes, licenses and fees:	2003	2004	2005
AFHIC Arkansas Written Premium from all Lines of AS	7,211,864	7,694,387	8,924,851

AFHIC Arkansas Taxes, licenses, and fees from all Lines of AS

American Family Home Ins. Co.
Investment Income and Other Income
ASLOB 21.1 Private passenger auto physical damage
Countrywide Consolidated AMIG Data

#### Exhibit 10

Page 1

#### **Estimated Investment Earnings on Unearned Premium and Loss Reserves**

Estimated investment Earlings on Chearned Fremum and Loss Reserves	
A. Unearned Premium Reserve	
(1) Direct Earned Premium for 2005	\$283,579,834
(2) Mean Unearned Premium Reserve Ratio	52.0%
(3) Mean Unearned Premium Reserve (1) x (2)	\$147,474,575
(4) Deduction for Prepaid Expenses and Federal Taxes Payable	
(a) Commission	21.0%
(b) 50% of Other Acquisition	3.1%
(c) 50% of General Expenses	7.3%
(d) Taxes, Licenses, and Fees	3.3%
(e) Reinsurance Expense	0.7%
(f) Subtotal	35.5%
(g) Federal Taxes Payable	7.0%
(4T) Total Deductions	42.5%
(5) Unearned Premium Reserve Subject to Investment (3) x [1.0 - (4T)]	\$84,860,981
B. Delayed Remission of Premium (Agent's Balances)	
(1) Agent's Balance or Uncollected Premium to Unearned Premium	
(a) Average Agent's Balance	\$98,602,620
(b) Direct Unearned Premium 2005 (All Lines)	\$309,590,367
(c) Ratio (a) / (b)	31.8%
(d) Direct Unearned Premium 2005 (ASLOB 21.1 Private passenger auto physical damage)	\$154,618,061
(2) Delayed Remission (1c) x (1d)	\$49,244,898
C. Loss and Loss Adjustment Expense Reserve	
(1) Expected Loss and Loss Adjustment Expense Ratio	46.8%
(2) Expected Losses and Loss Adjustment Expenses (A.1) x (C.1)	\$132,580,551
(3) Percent of Mean Loss & ALAE Reserves to Incurred Loss & ALAE	
(a) 2005 Mean Loss & ALAE Reserve to Incurred Loss & ALAE Ratio	11.5%
(b) 2004 Mean Loss & ALAE Reserve to Incurred Loss & ALAE Ratio	17.2%
(c) Average of Mean Loss Reserve to Incurred Loss Ratios 1/2 x [(a) + (b)]	14.4%
(4) Expected Mean Loss Reserves (2) x (3c) x .958	\$18,236,822
D. Net Subject to Investment	\$53,852,905
(A.5) - (B.2) + (C.4)	
E. Before Tax Rate of Return	5.0%
[(Appendix A-10, Page 3)]	
F. Average Rate of Return as a % of Direct Earned Premium	0.9%
$[(D) \times (E)] / (A.1)]$	
G. Before Tax Investment Income Return (Including Surplus)	3.1%
(F) + [(E) $\times$ (1.0/Premium to Surplus Ratio)]	
H. After Tax Average Rate of Return as a Percent of Direct Earned Premium	
(1) Average Federal Tax Rate on Inv. Inc. (Appendix A-10, Page 2)	23.7%
(2) After Tax Return Generated by Investment Income (G) x [1.0 - (H.1)]	2.4%

#### **Average Federal Tax Rate on Investment Income**

	(1)	(2)	(3)	(4)
	Investment		~	
	Income		Current	Total
	2003-2005		Tax Rate	Tax
	(A)	Allocation	(B)	(2)x(3)
Bonds				
- Taxable	\$56,215,563	54.8%	35.0%	19.2%
- Tax Exempt Municipal	\$27,023,529	26.3%	5.3%	1.4%
Stocks				
- Acquired prior to 1987	\$0	0.0%	10.5%	0.0%
- Acquired after 1987	\$16,931,905	16.5%	14.2%	2.3%
Short-Term Investments	\$2,440,031	2.4%	35.0%	0.8%
Total	\$102,611,028	100.0%		23.7%

Notes: (A)

- (A) From AMIG Annual Statement, Part 1.
- (B) Under the 1986 Tax Reform Act, 15% of formerly tax-exempt income from securities purchased after August 7, 1986 is now taxable. Thus the estimated effective tax rates in 2006 will be:

Ordinary Income =	35.0%
Tax Exempt Municipal - 35.0% x 15.0% =	5.3%
Stock Dividends (Acquired after 1987) - 40.5% x 35.0% =	14.2%
Stock Dividends (Acquired before 1987) - 30.0% x 35.0% =	10.5%

#### **Investment Income as a Percentage of Invested Assets**

1994	4.4%
1995	5.5%
1996	5.1%
1997	5.1%
1998	4.7%
1999	4.5%
2000	5.0%
2001	5.2%
2002	5.2%
2003	4.5%
2004	4.3%
2005	4.4%

Twelve Year Average	4.8%
Latest Six Year Average	4.8%
Latest Year	4.4%
Projected 2006 (12 Year Trend)	4.6%
Projected 2006 ( 6 Year Trend)	4.1%

#### Selected 2006 Rate of Return

Before Tax	5.0%
After Tax [(1-0.237) x 5%]	3.8%

## ARKANSAS INSURANCE DEPARTMENT RATE FILING ABSTRACT

Form RF-1

Rev. 4/96

Insurer Name: American Family Home				Contact Person:	Melissa Deller
NAIC Number:23450				Signature:	
Name of Advisory Organization Whose Fi		Telephone No:	1-800-759-9008 ext. 5871		
Co. Affiliation to Advisory Organization:	Member	Subscriber	Service Purchaser	•	
Reference Filing #: 20070613-07		Proposed Effec	tive Date: 1/1/2008		

			FOR LOSS COSTS ONLY				
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
	Indicated	Requested		Loss Cost	Selected	Expense	Co. Current
LINE OF INSURANCE	% Rate	% Rate	Expected	Modification	Loss Cost	Constant	Loss Cost
By Coverage	Level Change	Level Change	Loss Ratio	Factor	Multiplier	(If Applicable)	Multiplier
Motor Home	18.5	3.3					
Travel Trailer	51.6	9.9					
TOTAL OVERALL EFFECT							

N Apply Lost Cost Factors to Future Filings? (Y or N)

104.8% Estimated Maximum Rate Increase for any Arkansas Insured (%)
Estimated Maximum Rate Decrease for any Arkansas Insured (%)

Corresponds to Question 3 on RF-2 or RF-WC

			,	,					Selected Pro	ovisions
				5 Year History					MH T1	<u>[</u>
		Rate	Change History	AR Earned	Incurred	Arkansas	Countrywide	A. Total Production Expense	20.5	21.0
Year	Policy Count	%	Eff. Date	Premium (000)	Losses (000)	Loss Ratio	Loss Ratio	B. General Expense	14.7	14.7
2002	413	n/a	n/a	90	71	78.7	112.5	C. Taxes, License & Fees	3.3	3.3
2003	499	mh 3.6, tt	10.4 11/03	141	178	125.8	82.2	D. Underwriting Profit &		
2004	400	mh 7.1, tt	16.0 4/05	174	203	116.9	56.1	Contingencies	4.0	7.4
2005	402	mh 10.6, t	t 17.4 10/05	178	257	144.7	63.0	E. Other (explain)	6.5	6.9
2006	499	mh 2.2, t	t 7.3 08/06	206	178	86.4	58.0	F. TOTAL	49.0	53.2



July 3, 2007

ARKANSAS INSURANCE DEPARTMENT PROPERTY & CASUALTY DIVISION 1200 W 3RD ST LITTLE ROCK AR 72201-1904

RE: American Family Home Insurance Company

**Recreational Vehicle Program** 

Response to problem report dated July 2, 2007

State tracking number AR-PC-07-025289 Company Filing Number: 20070613-07

Dear Director.

The American Family Home Insurance Company is in receipt of your problem report dated July 2, 2007. We are responding to your concern as listed below:

While it is true that four policyholders will receive increases of 100%, it should be noted that this is four out of 529 policies. This is .8% of our book of business. All four of these policyholders are in the travel trailer program, and previously had very low premiums. Please see the information concerning these policies listed below:

,	Current F Premium P	Proposed Dremium Di		ercent fference
8998375	100	205	105	104.8
4546913 4 4569439	117	239	121	103.5
4569439	104	208	105	101.4
9997694	101	204	103	101.4

There are several factors that contribute to the proposed increases which include: increases to the base rates in the travel trailer program for collision coverage, and age/marital status factor changes. Please find attached our five year history for Arkansas in the travel trailer program detailing why the base rate changes are necessary. Additionally, you will find enclosed our countrywide experience by driver age and marital status. These experience numbers also support our need to alter the factors for age and marital status.

We trust that you will see after review of this information that the requested increases are not without merit.

If you have any questions regarding this submission, please contact me at (800) 759-9008, extension 5871 or at my e-mail address which is <a href="mailto:mdeller@amig.com">mdeller@amig.com</a>. My fax number is (513) 947-4655.

Best regards, AMERICAN FAMILY HOME INSURANCE COMPANY FEIN 31-0711074/NAIC 23450

Melissa Deller Compliance Analyst

### Arkansas Travel Trailer

_	Written	<b>Earned</b>	Incurred	<b>Loss Ratio</b>
2002	80,659	61,091	61,613	100.9%
2003	109,010	93,136	125,110	134.3%
2004	105,167	108,132	131,856	121.9%
2005	99,394	105,207	104,818	99.6%
2006	135,173	117,668	169,530	144.1%
2007	56,096	46,699	(8,170)	-17.5%
Total	585,499	531,933	584,757	109.9%

## **RV Experience by Marital Status**

2002-2006

#### **Motor Home**

_	Written	Earned	Incurred	<b>Loss Ratio</b>	% of Total
Blank	(175,799)	(311,655)	(283,203)	90.9%	-0.3%
Single	9,878,704	9,324,279	6,568,984	70.5%	15.5%
Married	52,024,641	49,428,723	30,586,643	61.9%	81.4%
Divorced	831,576	779,276	701,374	90.0%	1.3%
Widowed	1,190,655	1,109,685	1,087,124	98.0%	1.9%
Separated	184,310	174,558	142,635	81.7%	0.3%
Total	63,934,087	60,504,866	38,803,557	64.1%	100.0%

#### **Travel Trailer**

	Written	Earned	Incurred	Loss Ratio	% of Total
Blank	(101,251)	(133,700)	4,267	-3.2%	-0.2%
Single	7,394,088	6,819,809	5,008,177	73.4%	17.0%
Married	35,211,339	32,524,321	21,060,394	64.8%	81.0%
Divorced	364,380	331,501	299,425	90.3%	0.8%
Widowed	463,214	420,782	290,535	69.0%	1.1%
Separated	115,943	113,666	123,031	108.2%	0.3%
Total	43,447,713	40,076,380	26,785,829	66.8%	100.0%

#### **Total**

	Written	Earned	Incurred	Loss Ratio	% of Total
Blank	(277,051)	(445,355)	(278,936)	62.6%	-0.3%
Single	17,272,792	16,144,088	11,577,161	71.7%	16.1%
Married	87,235,981	81,953,044	51,647,037	63.0%	81.2%
Divorced	1,195,956	1,110,777	1,000,798	90.1%	1.1%
Widowed	1,653,870	1,530,467	1,377,659	90.0%	1.5%
Separated	300,253	288,224	265,666	92.2%	0.3%
Total	107 381 801	100 581 246	65 589 386	65.2%	100.0%

<sup>\*</sup>Married is defined as Married or Widowed.

<sup>\*\*</sup>Single is defined as Single, Divorced and Seperated.

# **RV Experience by Operator Age** 2002-2006

#### **Motor Home**

	Written	Earned	Incurred	Loss Ratio	% of Total
20-29	106,232	64,470	29,213	45.3%	0.2%
30-39	2,861,604	2,458,740	1,503,786	61.2%	4.5%
40-49	10,035,145	9,262,129	6,698,870	72.3%	15.7%
50-59	15,235,967	14,240,301	8,330,890	58.5%	23.8%
60-69	22,868,083	21,713,200	13,149,456	60.6%	35.8%
70-79	11,471,705	11,488,194	8,329,664	72.5%	17.9%
<b>80</b> +	1,355,350	1,277,834	761,677	59.6%	2.1%
Total	63,934,087	60,504,865	38,803,557	64.1%	100.0%

#### **Travel Trailer**

	Written	Earned	Incurred	Loss Ratio	% of Total
20-29	444,040	305,168	277,837	91.0%	1.0%
30-39	4,820,273	4,047,839	2,637,960	65.2%	11.1%
40-49	12,359,685	11,241,474	7,295,603	64.9%	28.4%
50-59	11,630,459	10,790,936	6,657,468	61.7%	26.8%
60-69	10,157,041	9,653,396	6,663,192	69.0%	23.4%
70-79	3,681,405	3,686,928	2,798,884	75.9%	8.5%
<b>80</b> +	354,811	350,639	454,886	129.7%	0.8%
Total	43,447,713	40,076,380	26,785,829	66.8%	100.0%

#### Total

	Written	Earned	Incurred	Loss Ratio	% of Total
20-29	550,272	369,638	307,050	83.1%	0.5%
30-39	7,681,877	6,506,579	4,141,746	63.7%	7.2%
40-49	22,394,830	20,503,603	13,994,473	68.3%	20.9%
50-59	26,866,426	25,031,237	14,988,358	59.9%	25.0%
60-69	33,025,124	31,366,596	19,812,648	63.2%	30.8%
70-79	15,153,110	15,175,122	11,128,548	73.3%	14.1%
<b>80</b> +	1,710,160	1,628,472	1,216,563	74.7%	1.6%
Total	107,381,800	100,581,246	65,589,386	65.2%	100.0%

### **RV Experience by Unit Age**

#### 2002-2006

#### **Motor Home**

_	Written	Earned	Incurred	Loss Ratio	% of Total
21+	1,128,837	1,263,056	723,724	57.3%	1.8%
11-20	8,963,977	9,191,511	5,312,399	57.8%	14.0%
6-10	19,730,581	20,279,691	15,304,728	75.5%	30.9%
3-5	20,307,132	19,284,167	11,567,208	60.0%	31.8%
0-2	13,803,561	10,486,442	5,895,497	56.2%	21.6%
Total	63,934,087	60,504,866	38,803,557	64.1%	100.0%

#### **Travel Trailer**

	Written	Earned	Incurred	Loss Ratio	% of Total
21+	444,367	470,005	284,287	60.5%	1.0%
11-20	2,608,006	2,738,079	1,943,471	71.0%	6.0%
6-10	8,292,461	8,789,128	8,012,253	91.2%	19.1%
3-5	17,150,228	16,652,545	9,237,993	55.5%	39.5%
0-2	14,952,651	11,426,623	7,307,826	64.0%	34.4%
Total	43.447.713	40.076.380	26.785.829	66.8%	100.0%

25,000-49,999 50,000-74,999 75,000-99,999 100,000-124,999 125,000-149,999 150,000-174,999 175,000-199,999 200,000-224,999 225,000-249,999 250,000-274,999 275,000-299,999 300,000-324,999 325,000-349,999 350,000-374,999 375,000-399,999 400,000-424,999 425,000-449,999 450,000-474,999 475,000-499,999 500,000-524,999 525,000-549,000 550,000-574,999 **Total** 

0-24,999

0-9,999 10,000-19,999 20,000-29,999 30,000-39,999 40,000-49,999 50,000-59,999 60,000-69,999 70,000-79,999 80,000-89,999 90,000-99,999 100,000-109,999 110,000-119,999 120,000-129,999 130,000-139,999 140,000-149,999 150,000-159,999 160,000-169,999 170,000-179,999 Total

## **RV Experience by Unit Value** 2002-2006

#### **Motor Home**

Written	Earned	Incurred	Loss Ratio	% of Total
4,770,017	4,603,899	2,191,608	47.6%	6.7%
10,797,617	10,388,846	5,689,436	54.8%	15.1%
14,474,768	13,752,370	7,839,230	57.0%	20.2%
11,591,124	10,841,003	5,235,937	48.3%	16.2%
7,673,316	7,005,132	8,231,575	117.5%	10.7%
6,318,685	5,811,184	2,419,274	41.6%	8.8%
5,590,095	5,073,358	3,362,800	66.3%	7.8%
4,112,705	3,649,696	2,114,139	57.9%	5.7%
2,486,245	2,189,875	667,661	30.5%	3.5%
1,430,171	1,257,841	501,581	39.9%	2.0%
1,279,314	1,156,857	302,460	26.1%	1.8%
719,887	640,440	110,617	17.3%	1.0%
358,452	317,453	3,463,807	1091.1%	0.5%
62,497	37,414	50	0.1%	0.1%
55,819	34,245	31,566	92.2%	0.1%
24,881	14,199	-	0.0%	0.0%
(78,483)	(96,807)	2,984	-3.1%	-0.1%
20,618	7,785	-	0.0%	0.0%
16,309	9,214	-	0.0%	0.0%
10,383	3,595	-	0.0%	0.0%
178	178	1,983,887	1116299.5%	0.0%
-	-	-	#DIV/0!	0.0%
7,405	7,403	<u>-</u>	-	0.0%
71,722,003	66,705,181	44,148,612	66.2%	100.0%

### Travel Trailer

Written	Earned	Incurred	Loss Ratio	% of Total
1,696,299	1,757,751	1,288,664	73.3%	4.1%
11,848,527	11,409,157	7,064,088	61.9%	28.3%
12,201,015	11,078,391	7,634,472	68.9%	29.1%
6,302,365	5,654,789	4,008,304	70.9%	15.0%
4,449,151	3,995,410	3,032,182	75.9%	10.6%
2,537,562	2,263,088	1,747,013	77.2%	6.1%
1,466,668	1,349,927	892,135	66.1%	3.5%
681,338	634,240	457,424	72.1%	1.6%
350,596	318,467	175,165	55.0%	0.8%
158,595	136,531	17,643	12.9%	0.4%
82,201	70,488	19,937	28.3%	0.2%
50,012	40,824	16,752	41.0%	0.1%
28,175	25,162	3,267	13.0%	0.1%
14,386	10,265	-	0.0%	0.0%
2,976	2,369	-	0.0%	0.0%
1,222	739	-	0.0%	0.0%
9,012	7,511	37	0.5%	0.0%
272	272	-	0.0%	0.0%
41,880,371	38,755,380	26,357,082	68.0%	100.0%